THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Canned Peas. . .

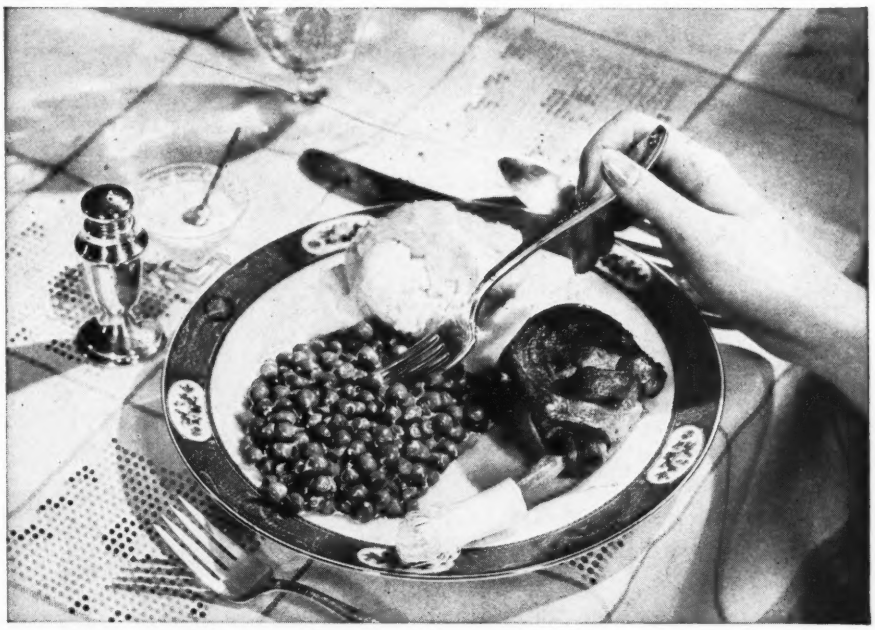
WITH canned peas, flavor and quality mean everything to the housewife. And this year, due to widespread publicity given to the new standards, both will come into even greater prominence. Naturally, women are going to be more discriminating than ever—they are going to look for even better flavor, better quality in this year's pack of canned peas. When they do find canned peas that meet their own ideas of what fine canned peas should be, from that day on canned peas will grace their daily menus to an ever increasing extent.

As canners know, there are many factors which determine quality and flavor—but certainly one of the most important is the time that intervenes between cutting the peas and filling the can. If there is needless delay, the peas the housewife gets are liable to be deficient in natural flavor. But when there is no delay—when the vines are cut at just the proper time—when the cans are properly cooled to insure clear brine—that means a fancy product that will meet her approval, and consequently win increasing sales.

The research department of the American Can Company offers its aid to canners in solving specific problems that might impair the quality of this season's pack. You may find this service a real help toward uniformly better quality.

AMERICAN CAN COMPANY

CANCO



FIT YOUR LABEL FOR ITS NEW JOB...

MODERN merchandising puts a big responsibility on your labels. They must *identify* your product distinctively; they must have *consumer appeal;* they must *advertise* for you, and build permanent good will; they must *speed production* by working properly in your labeling machines.

"U S" produces labels that meet ALL these requirements. "U S" is a nation-wide service, with sales offices in sixteen cities, and production plants convenient to you. It's good judgment to confer with "U S" on your label requiremeets.

• Write "U S" Today.

TRADE MARK SERVICE... Before adopting new brand names, make sure they are not already in use. Failure to do so may result in costly litigation. Get prompt information without charge about registered and unregistered brand names from the "U S" Trade Mark Bureau at Cincinnati.

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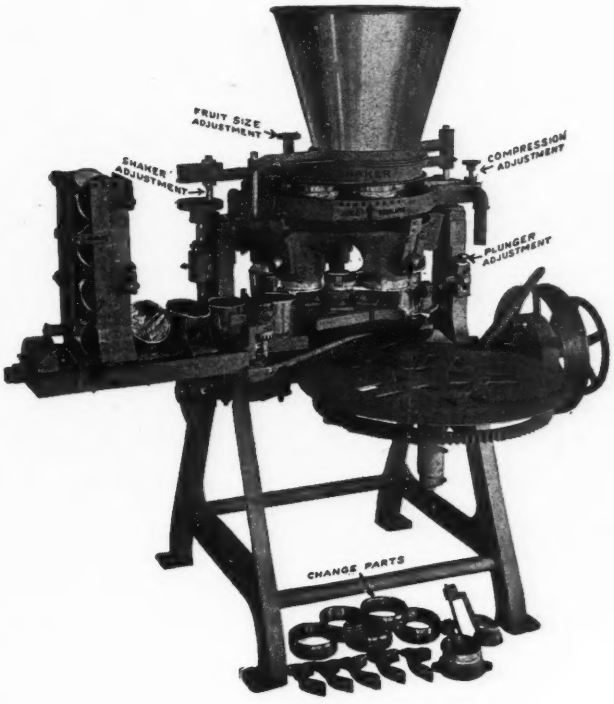
AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS



FOR TOMATOES

Also For Beets, Cherries, Plums etc.

OYSTERS FRESH FROM BEDS DAILY
SOFT SHELL CRABS
CRAB MEAT & SCALLOPS A SPECIALTY

CRISFIELD, MD. November 28, 1930.

Ayars Machine Co.,
Salem, New Jersey.
Gentlemen:-

Referring to the Universal Tomato Filler we purchased from you last summer. We beg to advise that this machine worked very satisfactory and did the work well, and we believe it is far better than any machine we have ever used.

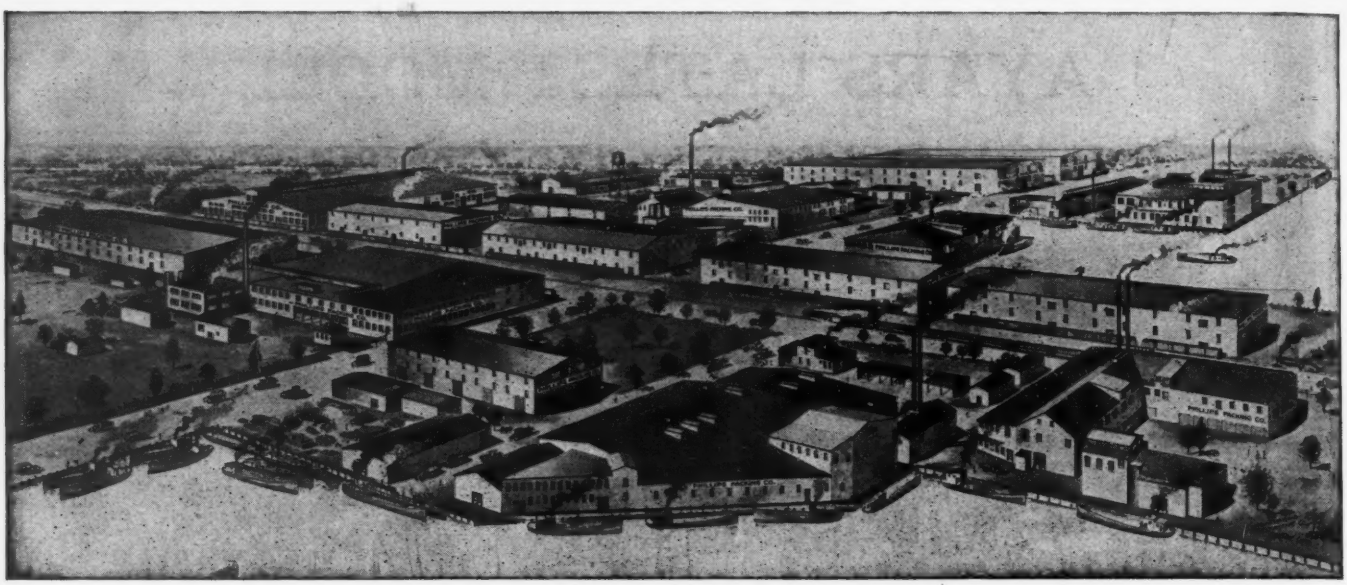
Yours very truly,

JOHN T. HANDY CO. INC.

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE CO., Salem, New Jersey



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Manufacturers of Packers Sanitary Cans
Division of the
PHILLIPS PACKING COMPANY
Packers of HIGH CLASS FOOD PRODUCTS
CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,
BROKERS and COMMISSION
Canned Foods and Canners' Supplies
Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
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QUALITY SEED PEAS
Canners' Varieties Exclusively
Our unexcelled seed stocks and our vigilant supervision
of their reproduction insures a superior canned product
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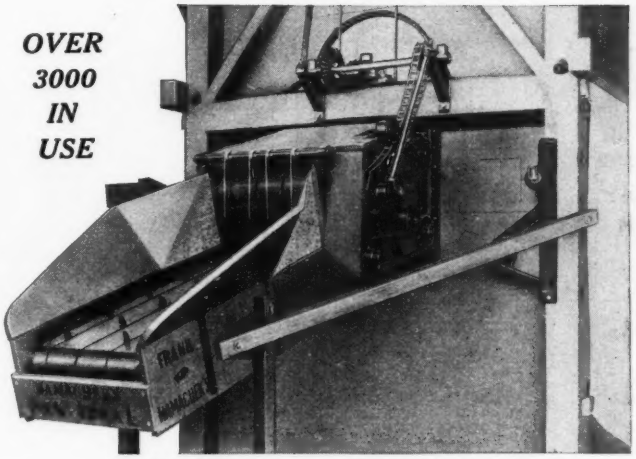
OVER 3000 IN USE



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No viner can do satisfactory work when its beaters are obliged to work on heavy mats or bunches of vines.

Separation of the vines by the feeder is, therefore, essential to best results.

Hamachek Ideal Viner Feeders with distributors are the only feeders that thoroughly separate the vines. The savings effected, over the use of any other viner feeder, are so large that it is not unusual to hear pea packers say that the Ideal Viner Feeders more than save their cost each season.

FRANK HAMACHEK MACHINE CO.

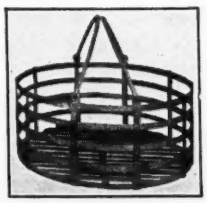
Kewaunee, ESTABLISHED 1880 INCORPORATED 1924 Wisconsin

Manufacturers of VINERS, ENSILAGE DISTRIBUTORS and CHAIN ADJUSTERS

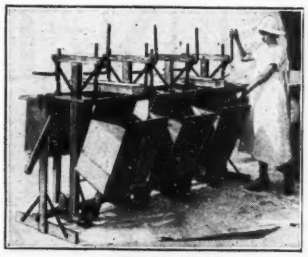
A. K. ROBINS & COMPANY, INC.

CANNING MACHINERY and SUPPLIES

We are manufacturers

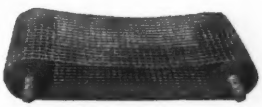


CRATES



BOX SEALERS

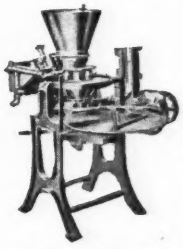
INSPECTION TABLES



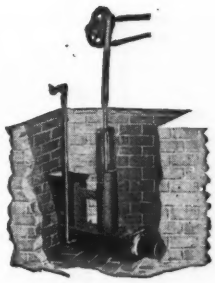
BELTS

RETORT

PUMPKIN MACHINE



NEW PERFECTION PEA FILLER



SKIN PUMP

Write for copy of our new catalog

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* HARRY R. STANSBURY, *Vice-President*

You CAN COUNT on ME

YOUR canning problems are the ones I work on. It's my job to help you, and I like the "hard ones" best. I am part of Continental Research.

Not long ago, we tackled the job of improving a pack of canned grapefruit. Our friends cut some cans the other day, and the nice things they tell us about better quality are sure good to listen to.

Peaches—the luscious Georgia kind—just thinking of eating fresh fruit, right off the trees, makes a man's mouth water, doesn't it? Some job to approximate out of season, but we did it in vacuumized cans by freezing. Got details O. K. too. Don't miss your chance to eat some of this new pack first chance you get. It's a rare treat.

Then we did a lot on better canning of Tomato Juice. It's fine now and, for a real healthful, delicious drink, crammed full of sunshine, vitamins and good health, you can't go wrong on Tomato Juice. Sales jumping all the time too.

Then back to headquarters, handling service calls. It's all in our day's work, of course, but lots of interesting problems to solve just on these calls. Anyone who thinks there isn't lots of romance and hard work in our research jobs has the wrong number. Some day I hope to tell you some of these experiences that have real "kicks" to them.

You can count on me—on all our research fellows—to come when you need us, and do our level best to help you with those "tough ones," and because of our facilities and wide experience, we usually find the answer.

More later, and thanks for reading this.

Yours truly,

The Continental Research Man

Continental Research is but part of a nation-wide service Continental renders the Canning Industry. This service helps its customers to better meet the exacting demands of modern merchandising.

CONTINENTAL CAN COMPANY INC.

NEW YORK: 100 E. 42nd St.

CHICAGO: 111 W. Washington St. SAN FRANCISCO: 155 Montgomery St.

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, JUNE 22, 1931 No. 45

EDITORIALS

A CALL TO THE INDUSTRY—We have handled statistics so long that we ought to know something about them. We are painfully aware of the difficulty, in this industry, of collecting them at all, as well as of getting them accurate, without which accuracy, of course, they are worse than useless. That there is a real repugnance to giving the figures on the part of some of our largest canners, as well as on the part of some small canners, everyone knows well. And this is not a credit to the industry, because such an attitude indicates lack of proper thought, if not real ignorance. In the first place they overlook the fact that trading conditions in the business world have completely changed in the past decade; that business is now done on a strictly honest, truthful basis, open and above board, even to the extent of a free statement of the cost (in truth) and a plain statement that a fair profit must be exacted. Every business man feels that, so there is no innovation in coming out into the open with it. If you wish to test this, ask yourself how long you would deal with a known liar. In the scond place, to refuse to give true statistical information merely serves to hold the market back, to slow down distribution, and finally to place the objector in an unfavorable light, because sooner or later the goods must be marketed, must come on the market, and must be counted. They are in existence and must come out. So the objector merely hurts himself, if he refuses his figures or falsifies the return.

The distributors are entitled to know the size of their tasks. Suppose you were led to believe that the amount of anything to be moved was small and you trundled a wheelbarrow over to clean it up, only to find that you should have driven a five-ton truck You would not be very pleased at such foolish misrepresentation.

There is no sense packing the goods if you do not take into consideration the job of distributing them—you have to have distributors of some kind.

If the supply is more than enough for the market, the distributors will have to work harder than ever, take a smaller profit for the harder work—and so will you. That will be the ultimate result in any event, but it would be more easily handled if the distributor brought the five-ton truck in the first place, instead of the wheelbarrow, and the mutual confidence in the job would make it, at least, a happier one.

On the other hand, if the supply is far short of requirements, the distributor will figure to make better profits, and will not hesitate to let you do so also.

The old hoss-trading days are as far behind as old Dobbin himself, though a lot of canners and distributors are still trying to do business on the "fool 'em" plan. The refusal to furnish statistics is on a par with an insistance to use candle light rather than electric light, and of about the same nature—it leaves you in the dark.

Take the other picture: Suppose you knew just what the consumption of canned foods actually was in any one year? Then suppose you knew definitely just how many cases were actually packed? Wouldn't that be the finest kind of a guide—to avoid losses through overpacking? Would you deliberately pack two cases where you knew only one could be sold? Well, haven't you done this time after time because you did not know? Isn't it time to correct that blindness?

They are going to try to get some definite information on this marketing phase, even if they have to confine it to a few forward-looking concerns both among canners and distributors. In other words, they have induced the Government to collect statistics of holdings as of July 1st. Everybody knows the Government is reliable and free from the objections entered against canners or distributors who might attempt to collect the figures—the Government has no personal use for them. And, moreover, the Government can do it quickly as well as accurately and have it in the hands of the industry while it is worth while.

Briefly the plan is to ask consent of as many canners as will agree to furnish accurate figures on their holdings four times a year—July 1st, October 1st, January 1st and April 1st. The distributors will be solicited

in the same way to sign an agreement to furnish their figures on these same dates. Say what you will, you cannot get all the canners nor all the distributors to agree to report their figures promptly at these dates, so they are going to take the number of canners who will agree and the number of distributors and use that as a working basis. That will not give the country's total holdings, but it will give a true picture of that number of canners and that number of distributors, and will be comparable one period of time with another.

After the hold-out canners and distributors find out how this works, they might come along and make it unanimous, as it ought to be.

Speaking of this movement, Secretary Frank E. Gorrell recently said from his office:

The Foodstuffs Division of the Bureau of Foreign and Domestic Commerce will make its first survey of the stocks of canned foods in July, covering stocks as of July 1.

Establishment of this service was requested by the National and American Wholesale Grocers Association, National Chain Store Association, and National Canners Association. Plans prepared by the Foodstuffs Division at the request of these organizations were approved at a conference of representatives of these organizations held May 20th at the Department of Commerce.

The survey will cover only canners and distributors who agree in advance to make reports promptly to the Foodstuffs Division four times a year.

The Foodstuffs Division is now circularizing canners and distributors requesting them to indicate their willingness to co-operate. The surveys will be continued so long as a sufficient number of canners and distributors furnish data to make the published statistics genuinely representative of the movement of canned foods, and if the firms report promptly enough to enable the Division to issue its reports while the figures will be of real use to the industry and trade.

Stocks of each product will be reported by canners and distributors in total number of cases of all sizes of containers.

A breakdown of stocks into sizes would be desirable, but it is impracticable at the outset to secure these details; first, because it would reduce the number of firms in position to furnish figures; second, because it would delay the return of the schedules and issuance of the reports.

Products to be covered will be corn, peas, tomatoes, wax and green beans, peaches, pears, pineapple and salmon.

These eight products were agreed upon by the representatives of the canners and distributors at their conference on May 20th. The Foodstuffs Division will make additions to this list if both canners and distributors are willing to submit reports. It was thought best to start with a comparatively small number of products, to get the service understood and well established. Then additions can more easily be made.

The figures when published will show the total number of cases of each product held respectively by canners and distributors who are co-operating in the survey.

The published figures will not show the stocks by regions or by states. Beginning with the second survey, which will be as of October 1, comparisons will be made with the stocks at the dates of the preceding surveys. All comparison will be between the stocks of identical firms. The successive reports will reveal the trend of distribution throughout the year, and after the first year will show the relative movement of stocks into consumption.

The purpose of the survey is to ascertain the trend in distribution, the relative change in stocks and the movement of canned foods into consumption.

Tests made by statisticians and economists have conclusively proved that it is unnecessary to have complete data to ascertain trends. The plans for the survey contemplate securing reports from a sufficient number of both canners and distributors to make the figures, when published, genuinely representative of the entire industry and trade in all parts of the country. This is the only practicable plan to get significant figures in time for them to be of real service to the canner and distributor in conducting their business.

The survey is not an effort to obtain the actual amount of canned food stocks in the hands of canners and distributors. This was attempted for two years and the figures, when published, were reliable but of little immediate value, because of the delay in issuing them. This delay was due to the failure of certain canners and distributors to make reports until after they had received repeated requests from the Government officials.

Canners and distributors have it in their power to increase the value and usefulness of these reports by making possible their early publication.

The Foodstuffs Division can issue the reports within several days after all schedules are received. Any greater delay in issuing the figures will be due to failure of canners and distributors to report regularly and promptly.

You have already been solicited, and we hope you have decided to co-operate with them. If so sign your card and then live up to your agreement, furnishing the figures promptly so that the Government can give you back the returns promptly.

SANFORD MARCUS CHANGES TO BROKERAGE

Ralph Loeb & Co., merchandise brokers, Montgomery, Ala., take pleasure in announcing that they have associated with them Mr. Sanford Marcus. Mr. Marcus has had 21 years experinece in wholesale grocery and allied lines. His knowledge and experience is now at the service of their friends.

All questions relative to

Size of packs
Acreage, Yields, Production
Canned Food Prices.
The Pure Food Law.
Cut Out Weights.
California Fruit Grades.
Federal Score Card Grades.
Arbitration Committees.
Box Sizes.
Can Sizes, etc.,
Can be answered quickly and accurately if you

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Your Almanac

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WE have the following rebuilt, traded-in and repossessed equipment for sale at substantial savings. This is your chance to fill in your line with a real bargain machine backed up by a reliable manufacturer. All machines listed are offered subject to prior sale. All prices quoted are f. o. b. present location, same being Hoopeston, Illinois, for the great majority of items. Terms, Net. Send us your order today for the machines you need and get first chance at these bargains. Better wire.

PEA CANNERS EQUIPMENT

2 OLNEY SKIMMERS, used just ahead of Blancher to remove thistles, slightly used..Each 150.00

1 STRAIGHT FERRELL ELEVATOR for Viner to Cleaner, 5"x30', complete with side boards and Single Drive Pulley. Pratically new..... 75.00

1 FAN CLEANER, 18" size, practically new..... 75.00

1 10" ELEVATOR BOOT with enameled hopper, good condition 95.00

1 LEWIS QUALITY GRADER, experimentally used only 570.00

MISCELLANEOUS EQUIPMENT

1 SPRAGUE-SELLS SPINACH BLANCHER, capacity 6 tons per hour, very slightly used, excellent condition 1475.00

1 LEWIS STRING BEAN CUTTER for ⅞" cut, used one season..... 200.00

1 No. 2 TOWNSEND STRING BEAN CUTTER, used three days, good as new..... 200.00

1 GENEVA PUMPKIN CUTTER, rebuilt..... 225.00

2 1926 PUMPKIN CUTTERS, brand new, shop-worn .....Each 295.00

1 HAYWARD CAN DRAINER for No. 2 cans, excellent condition 350.00

1 A-B No. 10 CAN DRAINER, excellent condition 275.00

1 A-B HOT WATER EXHAUSTER, holds 318 No. 3 cans, 354 No. 2½ cans or 450 No. 2 cans, excellent condition 1075.00

1 SPRAGUE-SELLS HAYWARD TYPE STEAM EXHAUSTER, holds 240 8 oz. or 196 No. 2 cans..... 575.00

1 SCHMIDT LIQUID FILLER for No. 1 cans, rebuilt, good as new..... 750.00

1 M. & S. SIX CYLINDER FILLER for small cans up to 2⅛" diameter x 3½" high or smaller. Does not have No-Can-No-Fill device; fine condition 575.00

1 PEERLESS STEAM HOIST, good as new; 16 ft. arm, 10'6" mast. Length of arm can be shortened if necessary..... 195.00

2 80-GAL. FRENCH TYPE COPPER STEAM JACKETED KETTLES with steel stand, worm and gear tilting device, 47" diameter x 16" deep, practically new.....Each 225.00

1 HUGHLETT CAN LACQUERING MACHINE, slightly used..... 345.00

1 A-B ECONOMY SYRUPER for No. 2 cans only, good condition..... 595.00

1 AYARS BEET TOPPER, used only one season, splendid condition..... 445.00

1 SPRAGUE-SELLS NAILING MACHINE, six nail size, complete with motor..... 595.00

1 BAKER STEAM CHEST OR RETORT, with two perf. truck crates, fair condition..... 195.00

1 X-L CAN WEIGHING MACHINE for No. 2½ cans, rejects over and under-weight cans, excellent condition 345.00

TOMATO CANNERS EQUIPMENT

1 SOUDER COOKER for No. 2, 2½ and 3 cans, 325 can capacity, excellent condition, used only few days 1150.00

4 RAPID CORING MACHINES, motor driven, practically new .....Each 25.00

1 No. 10 A-B COOLER, 100 can capacity, good condition 380.00

1 1½" VIKING SANITARY BRONZE PUMP, good as new..... 75.00

1 CYPRESS TANK, 6'x6', capacity 1260 gal., practically new 75.00

198 Doz. No. 9 KNIVES, 3½" blade, 3½" handle, per doz. ..... .90

CORN CANNERS MACHINERY

2 No. 7 SILKERS, rebuilt, excellent condition. Each $345.00

6 PEERLESS WHOLE GRAIN CUTTERS, 1929 Models. Rebuilt .....Each 445.00

1 LEWIS WHOLE GRAIN CORN WASHER, complete with cob reel, used experimentally only 720.00

1 MODEL 5 CUTTER, right hand, rebuilt, excellent condition 245.00

1 MODEL 5 CUTTER, left hand, rebuilt, excellent condition 245.00

1 14-FT. CUT CORN ELEVATOR, fair condition, used 75.00

1 24-FT. CUT CORN ELEVATOR, practically new. Will cut to any length desired..... 160.00

1 M. & S. SIX CYLINDER FILLER for No. 2, 2½ or 3 cans. Rebuilt, in fine condition..... 650.00

1 1928 PEERLESS SINGLE HUSKER, slightly used 275.00

2 1925 PEERLESS SINGLE HUSKERS, new rolls, excellent condition.....Each 225.00

3 PEERLESS SUPER HUSKERS, latest models, good as new.....Each 725.00

1 STERLING MIXER, rebuilt, good as new..... 700.00

1 PEERLESS CORN WASHER, practically new, without countershaft 350.00

ADDRESS

Sprague-Sells Corporation

DIVISION OF

Food Machinery Corp.

308 West Washington Street,

CHICAGO, Ill.

Crop Reports

TOMATOES

Selbyville, Del., June 13, 1931—Not all set yet. Weather favorable but cutworms doing quite some damage. It looks like a 25 per cent reduction in acreage from last year. No contracting at this point.

Greenfield, Ind., June 15, 1931—Acreage normal; condition 80 per cent. The alarming thing is that we have no reserve of moisture. Central Indiana ended 1930 with a 12-inch shortage, and there is a deficit of over seven inches to date this year. However, tomatoes are like cats, they have nine lives, so you never can tell.

Oskaloosa, Iowa, June 9, 1931—Condition of crop is normal. Acreage same as last year. Spring has been very dry. Good rains last week make conditions very favorable for crop.

Grand Island, Neb., June 9, 1931—Look good but they are late.

Phalanx, N. J., June 16 1931—We are reducing our acreage about 50 per cent. Planting finished and plants look fine. Condition 100 per cent.

Quinton, N. J., June 8, 1931—We are in the heart of setting plants. The packers have cut acreage one-fourth to one-half. But the farmers that cannot get contracts are putting in lots more than last year. They have nothing else to grow to get some cash. But if old Dame Nature does not step in and ruin one-half the crop, it will be just too bad for farmers, packers and all concerned. If they can get cheap tomatoes, there are some who will always pack all they can get.

Angola, N. Y., June 12, 1931—Just being planted. Acreage about one-half of 1930.

Elkin, N. C., June 17, 1931—There are more tomatoes than usual in this section, but the crop does not figure much for us.

Bennettsville, S. C., June 12, 1931—About half an acreage and crop poor. Need rain.

Easley, S. C., June 15, 1931—Acreage normal; condition 90 per cent. Owing to dry weather very few plants have yet been transplanted.

Brigham, Utah, June 1, 1931—Acreage reduced 50 per cent. Just finished setting out plants. Considerable damage by frost and hail. Will be late.

CORN

Oskaloosa, Iowa, June 9, 1931—Acreage 20 per cent less.

Gorham, Me., June 15, 1931—Very heavy rains all over State. Must have done a lot of damage to planted corn. Quite a lot of acreage not in ground yet and will be very late if planted.

Portland, Me., June 16, 1931—Ground very wet on account of long, heavy rains. Growing conditions unfavorable and below normal. Early in season to judge, but crop prospects reduced by weather during past few days.

Fremont, Nebr., June 13, 1931—Our crop is all in the ground and have not had to replant a single acre this year. Having wonderful growing weather.

Grand Island, Neb., June 9, 1931—All planted and up. Looks very good.

Rochester, N. Y., June 17, 1931—The Association of New York State Canners reports that the area of corn planted is 17,803 acres, or 31.4 per cent less than in 1930. Of this amount 9,055 acres are of yellow and 8,748 acres of white. Wet weather has delayed planting seriously.

Blanchester, Ohio, June 16, 1931—Getting off to a late start. Stands just fair; cutworms and webworms very bad. About a 30 per cent cut in acreage, as a good many fields that have been cut by worms will not be replanted.

Clintonville, Wis., June 15, 1931—The crop looks normal at this time.

PEAS

New Freedom, Pa., June 13, 1931—I spent a good deal of this week driving around examining our peas and I would say during the last ten days the peas in this section have been so considerably damaged by lice that our pack will not be over 85 per cent of what we thought was in sight about June 1. In addition, it is evident either that our seed did not germinate well or that pigeons ate a great deal of the seed from the fields, as in many fields the stand is thin. Our germination test showed our peas were splendid, but the earlier plantings ran into some bad weather conditions.

BEANS

Greenfield, Ind., June 15, 1931—Green: Acreage normal, condition 85 per cent. The crop needs rain.

Angola, N. Y., June 12, 1931—Refugee Stringless: Not all up yet. Acreage less than one-half of 1930.

Elkin, N. C., June 17, 1931—About normal.

Bennettsville, S. C., June 12, 1931—Acreage very short; crop poor. Need rain. Weather in spring too cold and wet.

Easley, S. C., June 15, 1931—Acreage 80 per cent; condition 75 per cent.

Clintonville, Wis., June 15, 1319—Green and Wax: On a reduced acreage crop is normal at this time.

CUCUMBERS

Mount Olive, N. C., June 13, 1931—150 acres; just starting to come in. Need rain but expect normal yield.

FRUIT

Denver, Col., June 9, 1931—Cherries: About 20 per cent crop.

Fort Collins, Colo., June 12, 1931—Cherries: About 25 per cent of normal. Plums: 100 per cent less.

Apples: About 50 per cent of normal.

Berries: Crops looking good.

Loveland, Colo., June 8, 1931—Sour Cherries: Due to a severe freeze on the night of May 21st, the crop will not exceed 25 per cent normal.

Gooseberries: The same freeze caused a total loss to this item.

Apples: Will be approximately 50 per cent of normal crop.

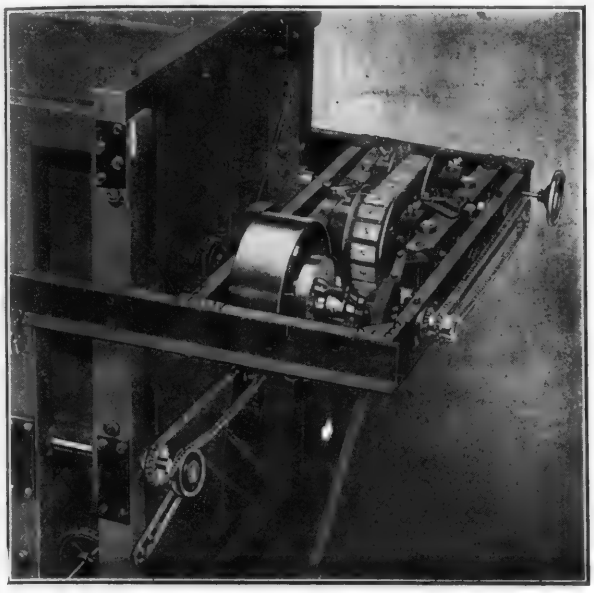
Traverse City, Mich., June 16, 1931—Cherries: At the present time our crop looks like 50 per cent of normal years.

Angola, N. Y., June 12, 1931—Raspberries: Condition 75 per cent; acreage same as in 1930.

Elkin, N. C., June 17, 1931—Blackberries: About two-thirds short; will not be able to get over one-third of normal pack.

Brigham, Utah, June 1, 1931—Pie Cherries: On account of hard winter will not be over 50 per cent crop.

Sweet Cherries: For the same reason will not be a 20 per cent crop.



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MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
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CHISHOLM-RYDER COMPANY, Incorporated

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MANUFACTURERS OF

Green Pea Viners
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SPECIAL MACHINERY BUILT TO ORDER

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LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

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SUCCESSORS TO
GEO. W. ZASTROW

EXTRACTS FROM THE

Report of Secretary Gorrell to the Board of Directors

Washington, D. C., May 28, 1931

THE Secretary's report to the Board, which becomes in fact a report of the entire membership through its publication in the Information Letter, is a review of the Association's work and the relation of that work to the industry's problems. It is impracticable, of course, to present details, but it is important that the membership be informed as to the progress made in particular activities and as to new problems that have arisen.

Membership and Finance

The report of the Finance Committee will show that the total signed reports from members aggregate, on seasonal products, 78,273,000 cases, and on non-seasonal products 22,600,000 cases. Reports yet to be received from members will add, it is hoped, about 1,600,000 cases, making a total of 102,470,000 cases. It should be remembered that in certain parts of the country the pack of members was reduced materially last year by the drought.

This showing is a substantial endorsement of the Association's work and should be so accepted by every member. The depression period has resulted in loss of membership in many trade associations, but to date the contrary is true in so far as the National Canners Association is concerned. Expressed in terms of production, the membership is now the highest ever reached. During the year the gain in membership was about 3,000,000 cases of seasonal products, with a loss of about 700,000 cases in non-seasonal products.

During the year the Association lost in membership, through resignations and because of non-payment of dues, a total of 36 members, which has been more than offset by new members added to the rolls.

The Industry Needs the Facts About Its Business

If canners are to survive, they must sell their output at a reasonable profit. If they are to know their profits, they must know their costs. If they are to adjust their production to avoid a demoralizing surplus, they must have information on output and sales and stocks. If they are to succeed, they must be ready to be governed by facts and not by guesses or hopes. In other words, the real basis for sound judgment and wise business decisions is information, and while the Association can not make decisions for its members, it can do much toward getting for the individual the facts he must have if he is to reach a wise decision. Probably at no time in years has the industry realized so keenly as at present the need and the value of adequate statistics.

In view of this need of more information, and acting upon the approval given by the Board to the report of the Statistics Committee at the last convention, the Association's executives have discussed with Commerce Department officials the possibility of establishing a quarterly survey of canned food stocks. Cooperation of distributor's organizations was obtained, plans were formulated and the surveys finally arranged for at a conference held at the Department on May 20th. The surveys will be conducted by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, and it is expected that the first survey will be made as of July 1st. They will, in time, give an accurate measure of the movement of canned foods into consumption.

The Committee on Statistics has given further consideration to the statistical policy of the Association and to a program for the development of statistical services. The Committee will submit a report to the Board at this meeting, and it is hoped that from these discussions will develop a program that will furnish the industry with the statistics and other information essential to intelligent operation of its business.

Standards Under the McNary-Mapes Law

An outstanding event for the canning industry during the past year was the passage of the McNary-Mapes amendment to the Food and Drugs Act, and much time and work have necessarily been devoted to questions it has developed.

Standards for six canned foods—peas, peaches, pears, tomatoes, cherries and apricots—have been promulgated by the Department of Agriculture after the issuance of tentative standards and public hearings. Although the proposed standards were freely discussed before and at the hearings, many questions later arose as to the interpretation and practical application of the standards. As these questions have come up they have been discussed with the officials of the Food and Drug Administration, and many of the points have been cleared up.

The ideas of the Department officials about the use of the substandard legend on old labels have been summarized and called to the attention of members through announcements in the weekly Information Letters. A table showing the capacities of 27 more commonly used can sizes was published in the Information Letter to call attention to the new basis for the amount of fruit to be placed in each of the cans. Another table showing the gross headspaces for each of the 27 more commonly used can sizes, which will measure the 90 per cent fill required by the standard, has also been distributed.

When the tentative standard for canned tomatoes was found to include a requirement for color, which requirement was stated in scientific language that could not be translated into easily understandable terms, the Association obtained an authoritative representation of the minimum color specified, and a small color card showing this color was sent to each member. The color standard as actually incorporated in the final standard is in such form that further study will be required to develop a color card or series of color cards that will assist members to judge the color of their canned products. A brief non-technical statement of the principles involved in the new system for designating colors has been sent out. Further statements will be prepared from time to time for distribution.

Some canners were alarmed by the description of the instrument for testing the hardness of peas. It is believed that it will be unnecessary for individual canners to provide themselves with such an instrument, because anyone familiar with canned peas knows what hard peas are. This instrument was devised for the use of Government officials and research laboratories to indicate definitely the hardness of border line products. Association members who have visited the Research Laboratory and seen the instrument in operation have expressed themselves as being reassured on this point.

The Food and Drug Administration is working on standards for additional products. When completed, they will be announced in tentative form and hearings will be held to enable the industry and others to express their views.

Federal Inspection and Grading of Canned Foods

Federal inspection and grading of canned foods was provided for at the last session of Congress by an amendment to the Agricultural Appropriation Act, which authorizes inspection and grading of fruits and vegetables when processed as well as in the raw state. This service is not regulatory and will be available only on request. The sum of $30,000 was appropriated to cover the additional expense involved in setting up the service. Inspectors will be appointed under the civil service regulations.

In explaining the proposed service to the Senate Finance Committee when the Agricultural Apropriation Act was being considered, C. W. Kitchen, Assistant Chief of the Bureau of Agricultural Economics, stated:

"We would conduct the service on about the same basis as we do for the raw products. If a canner wanted to ship a carload of canned foods, he would call for the government inspector, who would take a representative sample of the lot, make an analysis according to grades which have been established by the Department, and issue a certificate showing the grade."

The establishment of this inspection service through the amendment of the appropriation act accomplishes one of the two

You Still Have A Chance

to get a MONITOR Cherry Pitter for this pack. A few but only a few are still available.
The MONITOR 1930-31 model is the Pitter of large capacity. The present model exceeds the older machines by 1½ No. 10 Cans per minute and this means a lot when cherries are pressing for attention.

Wire us today.

HUNTLEY MFG. CO.
P. O. Drawer 25, BROCTON, N. Y.
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Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ⅝ Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co., Inc.,
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MACHINE MADE

proposals embodied in the Hope bill, introduced in the Seventy-first Congress.

When hearings on this bill were held by the House Committee on Agriculture, the chairman and several members of the committee asked the Association's secretary to appear and submit a statement regarding the bill. In this statement I said that the grading and certification of canned foods by the Government for the purpose of commercial transactions between the original buyer and seller is entirely practical and for the good of the industry. It will enable the canner to obtain a certificate of quality similar to that now given shippers of fresh fruits and vegetables and will undoubtedly avoid many rejection controversies, as this certificate will be received as prima facie evidence of the truth of the statements therein contained in all courts of the United States.

Added Reason for Coding All Packs

The advantages of coding have frequently been emphasized by the Association in connection with spoilage problems, swell claims and consumer complaints. The enforcement of the McNary-Mapes amendment and the establishment of a Federal grading service furnish another and very important reason for canners to code all their packs. The work involved in coding, and its cost, are both relatively small; its advantages are obvious.

Packing of Field Corn

Canning of field corn has been condemned at various times by the Association. In 1924 the Board adopted a resolution not only condemning the packing of field corn, but also providing that any member indulging in the practice should be expelled from the Association. The question has come up again, partly because of the appearance of canned field corn on various markets and partly because at least one broker has circulatized canners, urging them in view of the present demand for low-priced foods to pack field corn this year.

Canning field corn is a practice which can not be too strongly condemned. It strikes at the root of quality and tends to undermine not only the business of sweet corn canning, but the confidence of the consumer in canned foods in general. No canner who respects his business or his industry can be induced by the prospect of a few dollars' worth of sales to damage the reputation of the industry's products. Field corn now being sold is apparently so labeled as to comply with present regulations. Standards for canned corn under the McNary-Mapes law will, it is hoped, put field corn where it belongs.

Consumer Complaints

The number of complaints reported to the Association since January 1st has been larger than that for any previous four-month period. There has also been a marked increase in the number of suits pending and in the number of claims settled at the request of members.

The increase in the number of claims is probably due to several causes, including the publicity given to some recent court decisions, such as the one cited below. The number of complaints is usually heaviest during the winter and early spring, and the present business depression and unemployment undoubtedly have been important factors contributing to the recent increase. Wheather or not the growing tendency for consumers to make these claims is permanent it is impossible to say, but it does not seem likely that business will allow ambulance-chasing lawyers and professional damage claimants to prey upon it more and more without securing better protection under the law.

A recent decision of the highest court of New York State required a retailer to pay a consumer damages for injury or illness due to a food, even though the food was in a sealed container and not subject to inspection prior to opening. Under this decision a retail grocer is held to guarantee food sold to be wholesome and merchantable, whether the food is bought by description or whether the buyer, directly or by implication, makes known to the seller the purpose for which it is bought. (Ryan v. Progressive Stores Co.)

Present court decisions and legislation seem to favor claimants rather than manufacturers. Claimants as individuals should receive all the protection to which they are justly entitled, but it does seem as if more consideration should also be given to the defendant's position, and his right to protection from all sorts of trumped-up and exaggerated claims. In some communities these are assuming the proportions of a racket and add substantially to the costs of doing business.

The Association has taken this problem up with its general and local counsel on several occasions and has sought their advice. It seems that the results obtained by the Association in handling these complaints have been such as to justify its present policy. We are hopeful, however, that with the cooperation of other industries some definite steps can soon be taken to bring about some permanent improvement in the situation.

Comparative Record of Claims

Following is a tabular summary of the Association's work in handling consumer complaints since January 1st, as compared with the same period a year ago:

	May 1, 1931 to Jan. 1 1931	May 1, 1930 to Jan. 1, 1930
Complaints involved	247	227
Products involved:		
Fruits	27	34
Vegetables	131	95
Sea foods	45	51
Animal foods	13	17
All other foods	31	30
	247	227
Type of complaint:		
Complaints involving simple illness	91	109
Complaints involving illness due to foreign substance in the can	50	47
Complaints involving injury due to foreign substance in the can	88	56
Complaints involving presence of foreign substance, but no illness or injury	15	21
Complaints involving damage from explosion of can	2	2
Location of complaints:		
New York and vicinity	76	76
Massachusetts	49	45
Other Northeastern points	54	47
Middle-western points	43	44
Southeast and Southern points	17	8
Southwestern points	4	2
Pacific Coast points	4	5
Status of suits:		
Suits pending May 1	97	79
Suits dismissed or discontinued	8	1
Verdict for defendant	4	5
Suits lost	4	2
Claims not in suit, but considered active	62	....
Claims settled	33	22

Diagnois of Illness Cases

The following table gives the physician's diagnosis of illness cases, in which no foreign substance was involved:

"Ptomaine poisoning." (In 12 cases canned food is mentioned as cause, apparently based on patient's statement)	16
"Food Poisoning." (In 13 cases canned food is mentioned as cause, apparently based on patient's statement)	34
"Botulism." (Attributed to home canned food)	1
"Acute colitis"	1
"Nervousness"	1
"Shingles." (Canned foods not involved)	1
"Hives-Urticaria"	1
"Chemical Poisoning." (Canned foods not involved)	1
No diagnosis given	13
No physician consulted	13
Details not yet available	9
Total	91

"Pre-Sterilization" Studies

It is well known that with many products, it is necessary to process to a degree sufficient to destroy spoilage bacteria of substantially greater resistance to heat than any bacteria that are known to be injurious to health. At times, notably in products of slow heat peneration, the process necessary to produce sterility may be so severe as to be detrimental to quality. These facts have led to studies, called "pre-sterilization" studies. The object is to determine whether it is possible to "pre-sterilize" fluid products of slow heat penetration under steam pressure and agitation and then follow, after canning, with a second process sufficient to safeguard health and in the end accomplish the result of attaining sterility without undue damage to quality. Suitable experimental equipment has been designed and constructed. The apparatus is sufficiently flexible that the problem may be studied in various ways. Several experiments have been made to determine certain of the basic factors involved, and it is planned shortly to begin work with experimental packs.

Springer-Perforation Studies

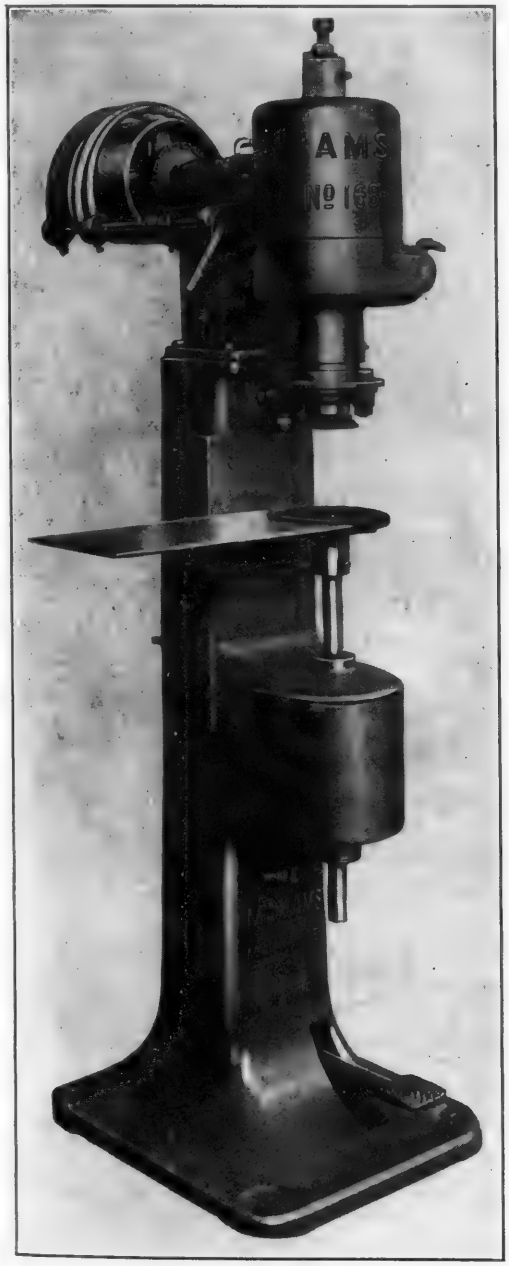
The increased complaint of losses from Roval Anne cherries has raised the question of a possible factor that has tended to lower the acid content of these cherries in comparison with cherries of several years ago. The Research Laboratory has

Every Can Maker -- Every Canner

Should Have Ams No. 168-C Double Seamers

AMS No. 168-C Double Seamers are useful for so many different purposes. Versatility is their middle name. In the can plant they fill in on big jobs and handle small jobs by themselves, saving the big double seamers for more important work.

In the packing plant they close all kinds of round cans at a surpisingly high rate of speed. Their operation is so simple that specially skilled operators are not needed.



They are so quick and easy to change over from one size of can to another—five minutes is the average change-over time.

They handle every kind of round can—small or large—Sanitary or Dry Package Type—cans made from tin, black iron, zinc, aluminum or fibre bodies.

And they sell for the lowest price of any double seamer in their class.

In no other double seamer do you get so much real double seamer value—such high standards of performance at so low a cost.

In no other double seamer of this type do you get the AMS Unit Seaming Ring Ensemble which makes possible the unusually quick change-over time without close or tricky adjustments.

AMS No. 168-C Double Seamers in YOUR plant will pay for themselves many times over. Send us samples of your cans today. We will send you complete descriptive bulletin and prices, without obligation.

The Max Ams Machine Co.

"The House of Friendly Service"

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found low acid content to be conducive to high losses from springers and perforations. The citrus industry has found that arsenical sprays tend to yield fruits of lower acid content. It is said that arsenical sprays have an effect on the trees for two years. Although cherries are commonly sprayed with arsenicals on the appearance of the cherry fruit fly, when the fruit is nearing maturity, it is a matter to which the Laboratory is giving attention for the purpose of securing specific data.

Previous work has shown that the fruit colors actually enter into the attack on the can, the colors in turn being bleached. Attention is now being given to another reaction that results in the breaking down of the color. The color exists in combination with sugar. When this combination is severed, the color is lost. Such breaking down of the color is favored by various factors such as the acid condition of fruits, elevated temperatures, etc. It takes place irrespective of the container.

The Laboratory undertook to obtain data as to the effect of can size on the rate of losses from springers and perforations. The series of cans studied included: (1) Regular 8-ounce can; (2) 8-ounce can of No. 2 diameter; (3) No. 2 can; and (4) No. 10 can. Theoretically, the smaller can might be expected to result in greater losses. As this was not found to be the case in the series studied, it is at present impossible to explain why the 8-ounce can has appeared so prominenly in swell claims that the Laboratory has been called upon to examine.

Vitamin Studies

During the past winter, a study was made of California and Oregon prunes, both in the dehydrated and in the canned state. The results are in agreement with those recently brought out at the University of California, that dehydration destroys most of the vitamin C. Canned prunes, both California and Oregon, contain consideraby more vitamin C than dehydrated prunes, although there is apparently more destruction of the vitamin C in canning prunes than occurs with a number of other fruits. Prunes are apparently fairly rich in vitamin A and one of the fractions of vitamin B, which are apparently little affected by canning.

Two papers on vitamin studies were reported at the spring meeting of the American Chemical Society, and are soon to be published in the series of vitamin studies. One brought out the relative richness in vitamin content of canned vegetables in comparison with vegetables that are commonly eaten raw, such as lettuce and celery. The other paper was a report of the work on a diet consisting wholly of canned foods, in which experimental animals have reached their fifth generation.

Results from these experiments are particularly useful in answering statements derogative to canned foods. It is impossible to over-estimate the usefulness and value of our ability to take an unqualified stand as to the nutritive value of canned foods.

Use of Corn Sugar in Canned Foods

In order to answer questions from members about the use of corn sugar in canned foods, the Research Laboratory is preparing experimental packs to show the effect that substitution of corn sugar for cane or beet sugar has on the quality of canned foods in which sugar is used. Canned corn and canned peas have already been reported upon and sample cans exhibited on several occasions. Pork and beans in tomato sauce and in plain sauce have been prepared with varving amounts of corn sugar. With both types of sauce the use of corn sugar brought about a decided darkening of the color and a perceptible change in flavor. Other canned foods will be prepared as favorable opportunities present themselves.

Another phase of this subject is also being studied. Manufacturers of corn sugar have stated that their new, highly purified product will not cause darkening and abnormal flavor in food products, indicating that they consider impurities in corn sugar as the cause of such trouble. Preliminarv experiments indicate that the most highly purified chemically pure dextrose (corn sugar) produces the same abnormal color and flavor. This points to the corn sugar substance itself as the cause of the abnormal conditions, and raises the question whether perfections in the methods of manufacturing corn sugar can overcome these objections. This point is being studied more thoroughlv in connection with a search for the food constituents or manufacturing conditions in the canning of foods that may be instrumental in the development of the abnormal color and flavor.

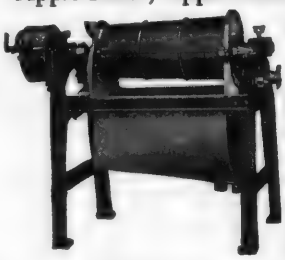
Revision of Processing Bulletin

At the time Bulletin 26-L, "Processes for Non-Acid Canned Foods," was prepared, it was anticipated that frequent revisions would be necessary. The title page of the bulletin stated that the processes it presented are "effective until April 1, 1931."

New canned foods are being introduced from time to time and further studies are being conducted on many of the different

Indiana Finishers

For Finishing Tomato Pulp, Catsup, Soups, Apple Sauce, Apple Butter, Jams, Jellies, Etc.

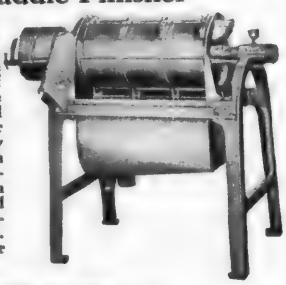


Improved Brush Finisher

THE evolution of the old Kern Lightning Finisher, widely known and used by canners everywhere. A metal frame Finisher employing three revolving brushes to spread and force the material through a full screen. Thirty per cent more capacity than the old Kern Finisher. 20 to 30 gallons per minute.

Indiana Paddle Finisher

THE latest type high capacity Finisher, used extensively since 1924. Adjustable metal paddles take the place of brushes to spread and force the material through full screens of nickel-silver or monel. A thoroughly sanitary all-metal Finisher, similar in construction and rapid cleaning features to the Indiana Pulper. Underpan and hood of monel to withstand the action of acid in the product. Capacity 30 to 40 gallons per minute.



Indiana Colossal Finisher

EXACTLY the same as the Indiana Paddle Finisher except size and capacity. Does thoroughly satisfactory work at 50 to 60 gallons per minute on average products. All metal, sanitary throughout. Screen, underpan and hood of monel.

We'll gladly send full details of these sturdy Finishers upon request, also details of other Langsenkamp equipment listed below. Please clip, fill in and mail the coupon today to

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EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

P. H. LANGSENKAMP COMPANY

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You may send us full details of the Langsenkamp equipment checked.

- ☐ Improved Brush Finisher
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Landreths' Garden Seeds

These seeds are so well known to the Canning Trade, that they need no introduction. This adv. is simply a reminder.

If you need anything in seeds throughout this spring or summer or for delivery after the 1931 crop, before buying elsewhere, write us stating kinds and quantities, and allow us to quote you prices.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's ⅝ Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

products. Much investigational work has been done during the past year on processes for different food products and several conferences have been held with representatives of other laboratories working on this subject. In general, it is believed that the form in which Bulletin 26-L was originally printed is well suited for publishing this information.

It is gratifying to find that very few changes in the information published in the first issue seem to be necessary. The revisions consist largely of additions to the introduction and data on processes for additional products. The revised copy is now ready for printing. The demand for the publication has been so great during the past year that it is felt that the revision should be published at once.

Phenol Stamping Inks

Despite repeated warnings about the use of phenol stamping inks, two widely separated instances of ruination of canned foods by the use of such stamping inks in coding the cans have recently come to the Laboratory's attention. The evidence was conclusive and the off-flavor was duplicated in small experimental packs. Satisfactory stamping inks are available from several manufacturers and members are urged to check up their practices in this respect.

Physiological Research

The Department of Hygiene and Bacteriology of Chicago University continues to carry on research work of value to the industry, under the direction of Dr. E. O. Jordan. These investigations relate particularly to micro-organisms associated with illness in connection with food. Four articles have been published since May 1, 1930.

Dr. Jordan has recently published a revised and enlargd edition of his standard work on food poisoning under the new title "Food Poisoning and Food-Borne Infection" (University of Chicago Press). It embodies the results of the more recent research work in his own and other laboratories.

Dr. Jordan continues to supervise the investigation of outbreaks of illness in the Middle West alleged to be due to canned foods. In practically all cases it has been found that there was no ground for holding commercially canned foods responsible.

Capitalizing Agricultural Research Results

The falling level of commodity prices throughout the industry and agiculture is significant to the canners from the standpoint of crop production policies. Canners are necessarily studying every means of reducing costs. Prices for raw products are in many lines decidedly lower than last year or the year before, and these lower prices make it especially desirable that the canner aid the growers in his territory to utilize the best available information in the production of his crops.

Announcement of the standards under the McNary-Mapes amendment has emphasized the relation between the quality of raw product and the quality of food in the can. It has never been more necessary that the canner use only the highst quality raw products that can be grown.

Canning crops in many loealities have won a preferred position with growers. When these crops are profitable to the grower, the canner who contracts can select his acreage and his growers and thus have better assurance of high quality deliveries. The canner's economic welfare is closely bound up with the welfare of the grower. It is to the canner's interest in the long run, as well as to the grower's interest, that canning crops be produced at a profit.

If the information now available on soil fertility and production methods were applied generally by growers, quality of many canning crops as well as yields per acre could doubtless be increased and grower's production costs lowered at the same time.

Field Tests for Lime and Fertilizer Needs of Soil

In the application of agricultural research to the canning industry, increased interest is being shown in soils and soil relationships. Until recently the only guide to fertilizer and lime requirements was the multiple plot experiment in the field, by means of which various combinations of plant foods were applied to measured areas and the result or differences noted in crop production. This method, while perhaps the most reliable over a period of years, consumes so much time and involves so much detail in applying treatments and obtaining accurate records of yields that few canners are prepared to use it. If carried on by state experiment stations, the field plot test has the added disadvantage that it is difficult to know how generally the results may apply to other fields even in the same community.

While field experiments may never be superseded, a valuable supplement and short cut has been developed by which soil samples may be tested directly to determine the presence or absence of available phosphorus. The phosphorus test worked out by soil chemists at the Michigan, Wisconsin and Illinois Experiment Stations has now been put on a commercial basis by several manufacturers who supply test outfits. These tests are not quantitative; that is, they do not indicate accurately the amount of phosphorus needed to supply the requirements of growing crops. They do not correlate perfectly with crop responses to phosphate fertilizers on all soil and under all conditions. Their use is proving of practical value, however, to many canners, especially in the Middle West. When used in connection with the test for lime requirements, the canner's field man may obtain information of great value to both grower and canner in guiding fertilizer practice.

The information these tests supply is also proving useful in many cases through furnishing a basis for the selection of acreage. By knowing in advance whether the lime and phosphorus requirements of canning crops are met by the soil, the hazard of poor quality crops for both canner and grower is greatly reduced.

A new field test for nitrogen has recently been used to show whether the requirements of vegetable crops for this plant food element are being met from the supplies available in the soil. The Hoffer stalk test, in which chemical reagents applied to the mature corn stalk reveal the presence or absence of adequate supplies of potash, is another valuable aid in diagnosing the plant food deficiencies of soils.

Soil Survey Reports Valuable to Canners

Many canners could make profitable use of the Soil Survey reports published by the Federal Government. These surveys are made on a county basis and have been completed for a substantial proportion of the counties in most of the states where canning crops are grown in large quantity.

The survey report and accompanying soil map provide a complete inventory of soil resources. The types of soil and subsoil in the county are described and detailed information is furnished on topography, water supply and drainage conditions, crop adaptations, general fertility, and on prevailing systems of farming and methods of soil management.

As a guide in seeking new locations and as a source of detailed data on soil conditions the soil survey will be found generally valuable to canners and field men.

In the Association office is available a list of the counties for which surveys have been completed. The reports are obtainable from the U. S. Department of Agriculture at a nominal price.

Buying on Grade

The idea of buying canners' raw products on the basis of U. S. grades is gaining wider acceptance in the industry each year. Recently U. S. grades have been promulgated for red sour cherries, and the U. S. grades for cannery spinach have been revised. Studies are in progress looking to the formulation of U. S. grades for cannery sweet corn. The buying of tomatoes on grade will be undertaken in a number of new localities during the coming year, according to present pplans.

Appropriations for Study of Tomato Diseases in Utah

Through the efforts of the Utah Canners Association and the Utah Experiment Station, an appropriation of $20,000 was made by the last Congress to the U. S. Department of Agrciulture for the study of tomato diseases, especially the tomato yellows in Utah. This was supplemented by the Utah legislaure, which provided an appropriation to the Utah Station for greenhouses and facilities needed to carry on this new work. If it should prove possible to control the disease or to forecast the seasons and the localities in which it is likely to be especially severe, a serious production hazard will be removed and growers and canners correspondingly benefited.

Home Economics Division

Times like the present, when people are not too happy, when economies must be practiced and when budgets are carefully watched, make it seem desirabe for the Home Economics Division to modify its program, not by omitting any of the services it has endeavored to give, but by placing emphasis on the things uppermost in the food buyer's mind.

Heretofore in its educational work the Division has placed emphasis chiefly on the wholesomeness of canned foods, their nutritive value and their safety. All this, of course, is necessary and highly desirable. But it is a matter of record that more inquiries about buying come to the Division than requests of any other kind. The present would therefore seem a very opportune time to meet this desire for buying information by the preparation and distribution of a concise, attractive leaflet. Such a leaflet, of about 1,500 words, has been prepared.

Concise satements of this kind can be printed at small cost and can be widely distributed, still at small cost. Many women

What Is Whole Grain Corn ?

A suitable variety and tender, well flavored kernels are necessary, of course, for whole grain corn, but it's the cut that makes it Whole Grain.

Whole grain corn is what the name implies, "Whole Grains"—no double cut kernels, no capped kernels, and freedom from chit and cob.

The Hansen Whole Grain Corn Cutter was designed to produce that cut that makes corn truly Whole Grain. A synchronized ear centering device aligns each ear for true cutting, eliminating capped and even cut kernels. The Improved Hansen Whole Grain Corn Cutter will cut ears as short as three inches in length. It has cutting capacity of ninety ears per minute and cuts and discharges the kernels without crushing and without waste.

The Hansen Whole Grain Corn Cutter is the only Whole Grain Corn Cutter having an adjustable device which automatically cuts kernels the proper depth regardless of length and diameter of ears. Another adjustment makes it possible for each canner to cut kernels any length to suit his own individual requirements.

Write us for a chart which clearly shows HOW and WHY the Hansen Whole Grain Corn Cutter can and does cut Whole Grains of corn.

MASTER-BUILT TRADE HANSEN MARK MACHINERY

HANSEN CANNING MACHINERY CORPORATION

CEDARBURG, WISCONSIN

Manufacturers of

Hansen Sanitary Conveyor Boot
Hansen Quality Pea Grader
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler
Hansen Whole Grain Corn Cutter
Hansen Automatic Tomato Filler
Hansen Chili Con Carne Filler
Hansen Corn Cooker Filler
Hansen Pea and Bean Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Kraut Filler

will read and remember a short statement when they will not take time to read even a four-page bulletin.

Another pamphlet dealing with the nutritional aspects of canned food has been finished, and it is hoped that others in this series can be prepared, for requests for information on the use of canned foods, their safety, keeping qualities and proper care in the home are constantly received. These requests come from large buyers of canned foods, from hotels, dietitians, camp directors, schools, colleges, universities, libraries, food editors, feature writers and homemakers, as well as from the Army, Navy and other organizations.

Such leaflets will in no way take the place of the other bulletins of the Association. They will fill another need and be another means of disseminating information.

Decennial Census of Canned Foods

As in past years, the Census Bureau has permitted the Association to publish the details of the last census of canning in advance of the issuance of the figures in pamphlet form by the Bureau. A gratifying feature of the 1929 census is the increase in the number of individual canned foods for which separate statistics are given.

Statistics on Tomato Juice

Statistics on the subject of tomato juice and tomato juice cocktails were made available recently by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, which conducted a survey of the output of these articles at the request of the tomato products section of the Association. While it was known that the output was rapidly increasing, the total figures were considerably above the estimates that had appeared from time to time in the trade press.

Southwestern Freight Rate Case

As was reported at the annual convention, the Association participated in the hearing in the Consolidated Southwestern Rate Case held last fall in Washington, and its counsel later prepared a brief to be filed in this case supporting the Association's position that value should not be the determining factor in fixing rates on canned foods, and that it is impractical and contrary to sound principles of rate making to divide canned foods into classes, based on their value, for this purpose. The date for filing briefs was postponed when the Commission announced a further hearing at St. Louis, set for May 4th. This hearing, which was later postponed to June 29th, is primarily to afford an opportunity for the presentation of evidence with respect to the weighted rate level on canned food traffic prior and subsequent to July 14th, 1928.

Simplification of Containers

At the last convention the Conference Committee of canners and distributors approved the recommendation of the Committee on Simplification of Containers for a reduction in the number of can sizes for fruits and vegetables to 27, and the report of the Container Committee was adopted by the convention.

The Division of Simplified Practice of the Department of Commerce, which co-operated most effectively with the Association's Container Committee, is now circularizing the industry and the canned foods trade to secure their adoption of the schedule of simplified can sizes. A large majority of canners and distributors have indicated their acceptance of the schedule.

At the suggestion of the Conference Committee, the Division of Simplified Practice is ascertaining the views of organizations of canners of sea foods regarding simplification of can sizes in that branch of the industry.

Simplification of Fibre Shipping Cases

The Paperboard Industries Association, in anticipation of the adoption of the simplified list of cans for fruits and vegetables, has developed a simplified list of paperboard shipping containers for the 27 can sizes. The selection of this list of shipping cases followed a survey conducted last December by the Division of Simplified Practice, which ascertained the variety and sizes of corrugated and solid fiber cases now in use and the views of manufacturers as to the proper dimensions to recommend for the cases for standard size cans. The Division of Simplified Practice has called a conference at the Department of Commerce on May 29th, at which action will be taken on the recommended list of shipping cases.

Revised Membership List to Be Published

Because of the service and protection which is furnished the members of the Association, there is an increasing number of requests on the part of distributors for the Association membership list. The list will be brought up to date and reprinted later in the year.

Location of Convention

Pursuant to authority granted at the last convention, President Harding has announced the selection of Chicago as the location or the annual convention in 1932. He has also suggested the week of January 25th as the date of the convention, this date to be confirmed at the present meeting of the Board of Directors.

THE PEERLESS HI-SPEED WHOLE GRAIN CORN CUTTER

THE Sprague-Sells Corporation has just issued a new and handsome catalog about this newest member of their great family of canning machinery. A whole grain corn cutter resisted the efforts of all the inventors for a long number of years, but as might be supposed, and as has happened so often in the mechanical development of this industry, once conquered, improvements and betterments followed rapidly. So now they present the Hi-Speed Cutter.

The catalog, printed in green and black on yellow paper, is most attractive. In it are given a brief history of the machine's development, full description of it, of course, photos of its particular parts, and, in a word, a thorough introduction to this latest heir to the throne of greatness in canning machinery.

It is a catalog every corn canner will welcome, ought to have and can have by writing them at 308 W. Washington street, Chicago, or any of its local branches.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

Hen House, Hen House, Inc., Minneapolis, Minn., prepared and cooked fowl. Use claimed since June 25, 1930.

College Food Balls, Frank Mammi, Brooklyn, N. Y., balls consisting of meat, rice and eggs and spices. Use claimed since January 28, 1931.

John Melchner and design, John Melchner, New York, N. Y., meat products, namely, smoked, boiled and fried hams, bratwurst, braunschweiger, leberwurst, blutwurst, mettwurst, knackwurst, salami, sulze, frankfurters, etc. Use claimed since 1901.

Plantation, Hawaiian Pineapple Company, Ltd., San Francisco, Calif., canned pineapple. Use claimed since May, 1909.

Paradise Island, Hawaiian Pineapple Company, Ltd., San Francisco, Calif., canned pineapple. Use claimed since July, 1903.

Goliettes, Florida Gold Citrus Corporation, Winter Haven, Fla., canned grapefruit. Use claimed since November, 1929.

Pearlettes, Princeville Canning Co., Princeville, Ill., canned corn. Use claimed since March 20, 1931.

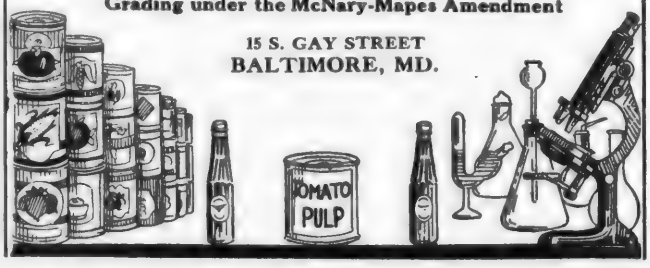
STRASBURGER & SIEGEL

Consulting Food Chemists and Bacteriologists

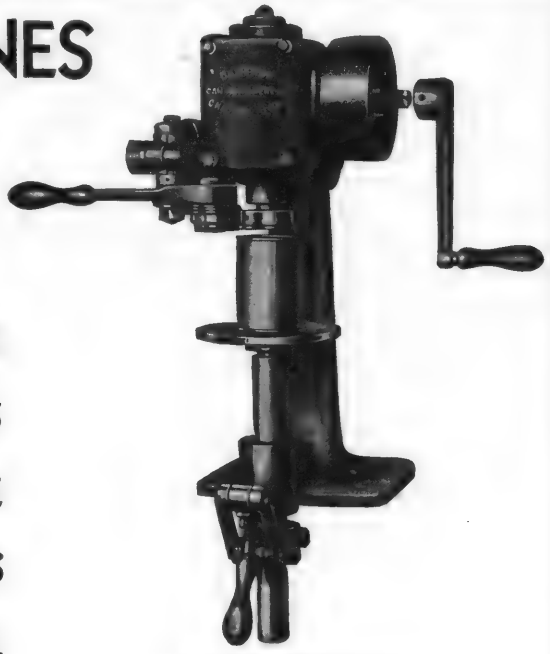
U. S. Licensed Graders of Canned Foods

Grading under the McNary-Mapes Amendment

15 S. GAY STREET
BALTIMORE, MD.

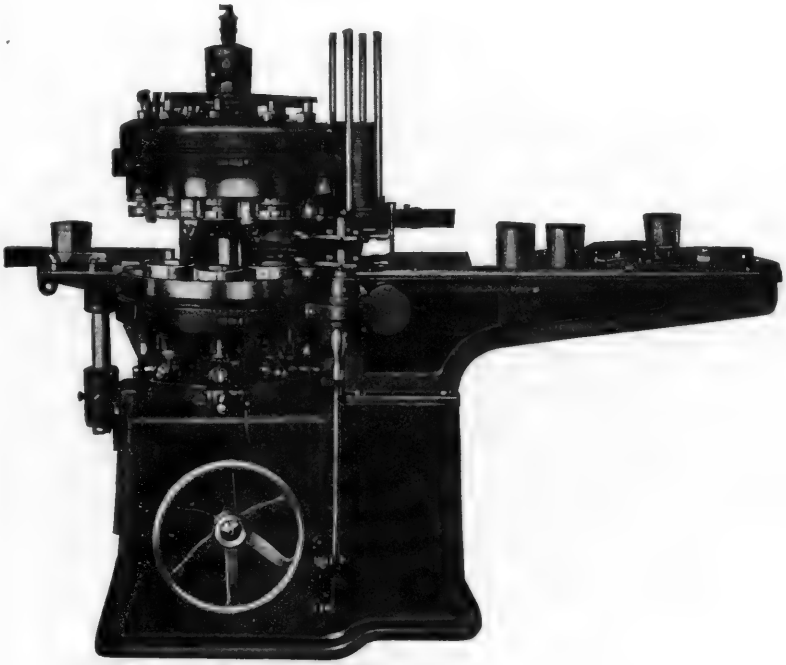


CLOSING MACHINES REGARDLESS OF OUTPUT

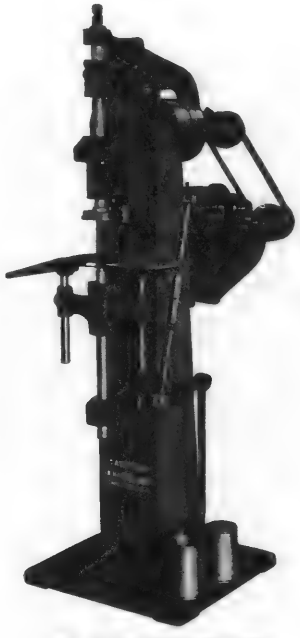


NO. 287 DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

ONE of our subscribers has written us in substance as follows:

"In February, 1929, we sold a car of green cut beans, which of course, were packed in 1928. The car contained cases 2's cut green beans, some wax beans and some No. 1 beans. The customer now comes to us and says he has 432 cases of the 2's cut green beans, that some of them are sour and that inasmuch as he can't tell the good from the bad, we should take them off his hands. Personally we feel the real trouble is that our beans cost him $1.15 F. O. B. our plant while he can buy the same beans now at $.75, delivered warehouse. When making spot sales we guarantee swells for only six months, we guarantee futures against swells until August first of the year following. Our letterhead carries a guarantee that our goods will pass the inspection of the pure food laws. This is the first complaint of the kind we have had and we shall investigate it thoroughly before making any adjustment. If we find the beans to be sour, would it not be right and fair to replace the 432 cases with beans from our coming pack? Since the grocer has held the beans so long, over two years, it seems as if he is somewhat at fault, and that in replacing the goods we will be more than fair and should merit his good will. It is our intention to always stand back of the goods we pack. But how long should we be responsible for them? We want to know your opinion of our responsibility."

If you find after inspection of these beans that they are sour and are willing to replace them, freight prepaid, with beans from your 1931 pack, you have gone as far as any reasonable customer could expect you to go in the matter.

Suppose the style element enters into a matter such as this. We will say a retail clothier bought 850 suits which were right up to the style of 1929. He now finds he has on hand 432 of those suits; that they are out of style and unsalable. Would any wholesale clothier take them back or even replace them with merchandise of equal value and salable immediately from a style standpoint?

I am sure none would seriously consider doing this unless from the standpoint of wishing to keep all the retailers' good will.

The suits were marketable at the time they were bought, the green cut beans were salable when received.

Suits and green beans alike should have been disposed of before it was necessary to make claim for replacement.

The attitude of canners in wishing to stand back of their packs until consumed is a commendable one, but it is also one most often taken advantage of by buyers who are sharpshooting. Examine the goods now in customer's hands, and if you find they are sour, you will be going a long way if you agree to replace them with fresh-packed stock.

If this is done, be sure and protect your interests as far as possible.

Only agree to make the replacement after definitely fixing in the customer's mind responsibility for the loss you are assuming and for the disposal in a prompt manner of the goods you will deliver to take the place of the stock now on hand.

It will not be hard to place responsibility where it belongs for the delay in the disposal of these beans.

If the consignee has not handled a case of beans of similar grade since he bought and received yours, he has been doing all he could to sell you delivery, apparently.

If he has bought cut green beans of like quality but at lower prices and has sold them, you owe him nothing whatever in the matter of replacement.

Even if your buyer has not bought other stock and sold it in competition with your shipment, but has kept the resale price of his holdings at a higher level than has been warranted by ruling market prices, he has failed to be fair to himself or to you, and is not entitled to consideration except to the extent you are willing to extend it.

For instance, I know of a case where the owner of a small chain of stores bought fancy Country Gentleman corn at $1.20 delivered. He put this corn on sale at 16 sents a can, or three for 45 cents. He did not move half as much corn for the packer as would have been moved if he had priced the corn at thirteen cents a can straight. He absolutely lost an opportunity for demonstrating to the housewives in his city that he sold the best fancy Country Gentleman corn to be bought, and sold it at the lowest possible prices. Yet he wonders why the branches of National Chain Grocery stores in his city are able to take so much trade away from him.

The packer selling him this corn will be justified in refusing to continue giving him such a low price, because the canner is not receiving from him in return the co-operation he deserves.

Application to the Department of Agriculture in Washington will quickly bring to the canner interested its interpretation of the law in the matter, but I fail to see where either legal or moral responsibility can be lodged against him.

There remains only one other principal aspect of the case for discussion.

Remember, you can win an argument and lose a customer any time.

Your answer to this statement should be easy and prompt.

You should never be concerned over losing a customer who holds your pack unsold until it is unsalable.

If you do any more than make just the exchange you find necessary, if any, you will only encourage the buyer in feeling his interest in his purchases is only slight, and that they are to be sold only if selling is easy and profitable, otherwise they are to be thrown back on the canner, whenever the purchase was made, at a price higher than the ruling one at any time, no matter how long after the sale was made by you.

Instead of worrying over such a distributor and his possible loss, spend your time in finding better ones.

In spite of their splendid keeping qualities, canned foods are at their best when freshest. Distribution must be speeded up as much as possible in order that the housewife may always buy canned foods of the best quality.

Do your part toward this by working only with customers who will do their part toward keeping canned foods moving rapidly from the canner to the kitchen.

FANCY GRADES TAKE THE CUSTOMER'S FANCY

PEOPLE are pretty apt to buy what they want if they want it enough. During this year of "terrible depression," according to an editorial in an interesting trade magazine, $325,000,000 was spent on miniature golf courses.

The dealer who has been featuring standard brands and thrift foods has been helpful in co-operating with his community. But if he has pushed aside the attractive quality foods, he has passed up sales which might have been his. Right now, with spring bringing its renaissance of desire for beauty in homes, clothing and food, is an excellent time to feature high quality products, even though the price is correspondingly higher.

Institute a display labeled "For Special Occasions," and you will be surprised to find how easy it is for a housewife to invent "special occasions" when she is faced with these tempting foods. Ordinary events, like Sunday dinner or four-o'clock tea, become special occasions when there are fruits from far-away climates, canned lobster, some difficult to distinguish from fresh-caught, dainty iced wafers and superlative marmalades.

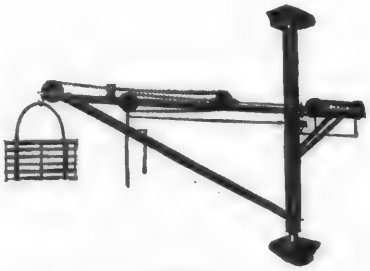
Women who have been buying Hawaiian pineapple, for instance, will look at it with new interest and will have all sorts of sudden inspirations regarding the cakes, salads and fruit cups which they can make with it.

If your other delicacies have not been moving so fast, consider the possibilities of the antipasto, the hors d'oeuvre and the canape. These are three ways fashion has of starting the dinner with an appetizer. They are the delight of the hostess with a culinary imagination and the housewife who wishes to use up odds and ends without admitting they are left-overs.

If one of your clerks has a flair for arraying things in an artistic manner, let him arrange an Italian antipasto on a small platter of Italian china, which is not expensive but very colorful, slices of salami, anchovies curled about capers, stuffed olives, a few hearts of celery, tiny sardines and triangles of pimientos. Stock up the interesting little cans in which most of these things are ready to serve, sky-scraper fashion, like a building of modern architecture, for the inspection of the interested customer. An attractive hors d'oeuvre may display bits of interesting kinds of cheese, caviar or crisp crackers, sandwich spreads on tiny toasted muffin halves, white tuna fish and endless other delicacies.

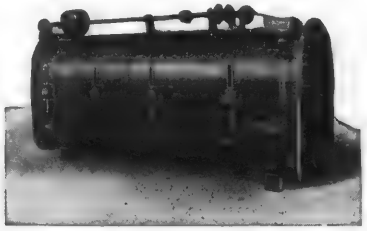
These quality foods are difficult to resist, and now that things are picking up, who wants to resist them? It is not difficult to get repeat orders on quality foods, because the only come back on their sale is the gratification expressed by the customer who has enjoyed them. And that's a darned good one.

Cook Room Equipment



HOIST

RETORT



CONTINUOUS COOKER

We build complete cook room equipment, whether vertical retorts, horizontal retorts, open kettles, continuous cookers for either 212 F. or higher temperatures. Let us give you an estimate.

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN CANNING MACHINERY

A Single Unit or A Complete Canning Plant

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—3 500 gal. round wood tanks 54" dia. x 44", fair condition, $15.00 each.
1 500 gal. round wood tank 54" dia. x 44" copper lined, $20.00.
1 3½" x 2½" x 4 Worthington Duplex Steam Pump, $25.00.
1 Atlas horizontal slide valve engine, 7½" bore, 14" stroke, 44" x 13" flywheel, about 35 h. p., $100.00.
1 Never used 1929 model John Bean six row power sprayer, $400.00.
Above prices for quick sale, write or wire.
Chas. G. Summers Jr., Inc., New Freedom, Pa.

FOR SALE—A quantity of canning tools including one Power Monitor Jumbo Cherry Pitter; also other small canning equipment and a practically new complete 125 H. P. Boiler outfit. Send for list.
Manlius Improvement Co., Manlius, N. Y.

RUST ELIMINATOR—C. M. C. is recommend for pea and bean containers and conveyors, and especially C. M. C. coated Pails for peeling buckets.
F. H. Langsenkamp Co., Indianapolis, Indiana.

Wanted—Machinery

WANTED—To buy several used Steam Exhaust Boxes for Tomatoes. State condition, location and price.
American Brokerage Co., Roanoke, Va.

WANTED—Open Cooker 40 x 70 or 40 x 60 inches. State price and condition.
Bridgewater Canning Co., Bridgewater, Va.

WANTED—2 Picking Tables 18 or 24 inches wide, 10 or 12 feet long. Must be in A-1 condition.
John H. Dulany & Son, Fruitland, Md.

MACHINERY WANTED — Four second-hand Closed Pressure Kettles in good condition with Thermometer Gauge and Pop Valve. Size 40 inches in diameter by 72 depth. Give name of manufacturer. State age, condition and price. If possible wish to buy them in Delaware, Maryland or Pennsylvania.
Address Box 1822 care of The Canning Trade.

WANTED—One Corn Washer in good condition. State make, condition and price.
Address Box A-1823 care of The Canning Trade.

For Sale—Plants

FOR SALE—Tomato Plants; Northern Grown, Indiana Baltimore, Greater Baltimore, Chalks Early Jewel, Marglobe, Bonny Best; 9 acres in all. Good hardy field grown and sprayed twice weekly. Plant beds Madison and Spiceland, Indiana; Residence Spiceand, Ind.
O. L. Rifner, 1101 Broad St., New Castle, Ind.

Situations Wanted

POSITION WANTED—As Superintendent of canning plant. Several years experience packing quality goods. All kinds of fruits and vegetables. Can furnish good references.
Address Box B-1808 care of The Canning Trade.

POSITION WANTED—As Plant Manager, packing any of the following lines: Tomato Products, Pork and Beans, Snap Beans and Berries. I know quality and can produce it.
Address Box B-1821 care of The Canding Trade.

POSITION WANTED—As Manager or Superintendent by practical canning man with 20 years experience in canning mostly all fruits and vegetables; also machinist and builder. Can build mostly any kind of plant, completely fit it out and handle all parts of the business. Open for any proposition.
Address Box B-1805 care of The Canning Trade.

POSITION WANTED—Young woman with twelve years practical experience in field brokerage business is open for position of responsibility. Capable of assuming executive duties, including management and handling correspondence. Have thorough knowledge of judging quality of canned vegetables and have had considerable experience in both buying and selling.
Address Box B-1820 care of The Canning Trade.

POSITION WANTED—As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.
Address Box B-1824 care of The Canning Trade.

Help Wanted

WANTED—Young, active, experienced factory manager for packing plant with experience in packing Pork & Beans, Soup, Tomatoes, Peas, Corn, Lima Beans, Squash and other items. Good position to the right man. Answer with reference and salary required.
Address Box B-1813 care of The Canning Trade.

WANTED—An experienced Traveling Salesman to call on the jobbing trade with an assorted line of canned foods.
Address Box B-1814 care of The Canning Trade.

WANTED—A man who has had experience in cooking No. 10 tins. Must be acquainted with air operating controllers.
Address Box B-1818 care of The Canning Trade.

WANTED—Factory Superintendent familiar with the packing of Pork and Beans, Catsup, Puree and Soups. Address, stating age, experience, and salary wanted.
Address Box-B-1816 care of The Canning Trade.

WANTED—Chef familiar with manufacturing Catsup, etc. Address stating age, experience and salary wanted.
Address Box B-1817 care of The Canning Trade.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

RENNEBURG'S

Improved Process Steel Kettle

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

PROCESS KETTLE

MADE BY
Edw. Renneburg & Sons Company
OFFICE:
2639 Boston Street
WORKS:
Atlantic Wharf, Boston Street and Lakewood Avenue
BALTIMORE - MD.

J. Harry Cain

Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

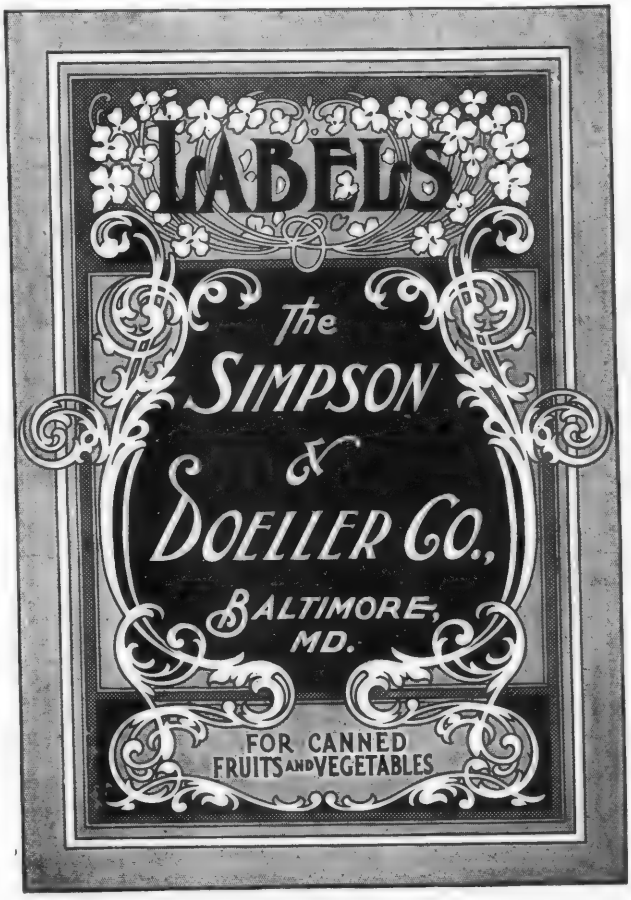
SOUDER MFG. CO.

Can Straighteners Cookers
Filling Tables
Madison St. BRIDGETON, N. J.

THE BOOK YOU NEED ! !
"A Complete Course in Canning."
5th Edition *386 Pages* *Price $10.00*
Published by THE CANNING TRADE.

Slaysman & Co.

Automatic Can Making Machinery
801 E. Pratt Street -:- Baltimore, Md.



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We build a large number of machines for rolling threads on sheet metal articles. The Bliss No. 219 which handles work from ⅜" to 4½" in diameter and up to 2" in height is of exceedingly simple design and rugged construction. It is the ideal machine for manufacturers of cans with threaded caps. On some classes of work a production of 125 or more a minute is obtained.

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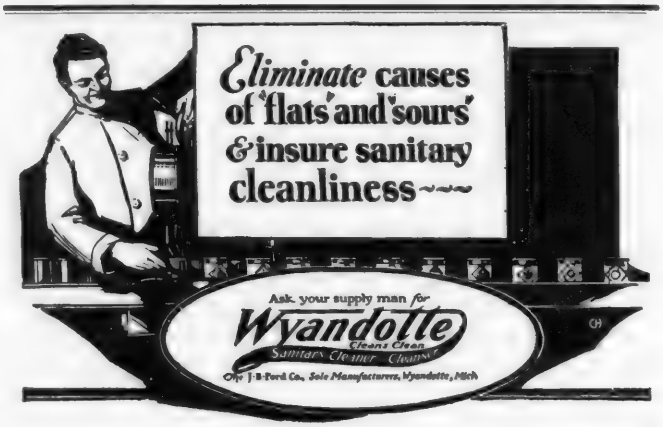
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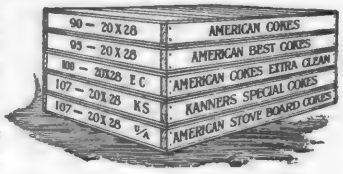
90 — 20X28 AMERICAN COKES
95 — 20X28 AMERICAN BEST COKES
100 — 20X28 E C AMERICAN COKES EXTRA CLEAN
107 — 20X28 KS KANNERS SPECIAL COKES
107 — 20X28 S/A AMERICAN STOVE BOARD COKES

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SPEAS MANUFACTURING CO.

Kansas City, Mo.

Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: †Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. ††In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	4.00
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	5.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.15
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	2.25
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	3.00
Small, No 1sq	2.80	2.90
BAKED BEANS†		
In Sauce, 8 oz	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS†		
Stringless Stand. Cut Green, No. 2	.75	.....
Standard Cut Green, No. 10	4.00	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.90	.....
Standard Cut Wax, No. 10	4.50	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	4.75	.....
LIMA BEANS† (F. O. B. Factory)		
No. 2, Tiny Green	1.90	.....
No. 10	10.25	.....
No. 2, Medium Green	1.50	.....
No. 10	8.50	.....
No. 2, Green and White	1.05	1.35
No. 10	7.00	.....
No. 2, Fresh White	8.00	.....
No. 10	5.25	9.00
Soaked, No. 2	.77½	.....
BEETS†		
Baby, No. 2	1.40	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	3.00	.....
Whole, No. 10	4.00	4.00
Diced, No. 10	3.90	.....
CARROTS†		
Standard Sliced, No. 2	.75	1.05
Sliced, No. 10	3.50	5.00
Standard Diced, No. 2	.65	.....
Diced, No. 10	3.50	5.00
CORN†		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.20	.....
Extra Standard, No. 2	1.05	.....
Standard, No. 2	.95	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	.95	.....
Standard, No. 2	.90	.....
Standard, No. 10	.....	.....
HOMINY†		
Standard Split, No. 3	.90	1.20
Split, No. 10	3.00	3.75
MIXED VEGETABLES†		
Standard, No. 2	.85	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.25
No. 10	5.00	5.25
OKRA AND TOMATOES†		
Standard, No. 2	1.20	1.45
No. 10	.....	.....
PEAS†		
Petit Pois, 1s	.75	.....
No. 2 Fancy Sweets, 2s	.....	1.55
No. 2 Fancy Alaskas, 2s	.....	1.60
No. 3 Fancy Alaskas, 2s	.....	1.30
No. 3 Fancy Sweets, 2s	.....	1.30
No. 4 Fancy Sweets, 2s	.....	1.15
No. 5 Fancy Sweets, 2s	.....	1.02½
No. 3 Std. Alaskas, 2s	1.00	.95
No. 4 Alaskas, 2s	.95	.82½
No. 5, Std. Sweets, 2s	.....	.80
No. 3 Std. Alaskas, 10s	5.00	5.50
No. 4 Std. Alaskas, 10s	4.50	5.00
No. 4 Early June, 1s	.....	.....
PUMPKIN†		
Standard, No. 2½	.85	.....
No. 3	1.00	1.00
No. 10	3.00	3.00

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT†		
Standard, No. 2	.....	.85
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH†		
Standard, No. 2	.70	.70
No. 2½	.95	1.20
No. 3	1.05	.....
No. 10	3.00	3.50
SUCCOTASH†		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.30	.....
(Triple) No. 2 (with tomatoes)	1.25	.....
SWEET POTATOES†		
Standard, No. 2, F. O. B. factory	.90	.....
No. 2½	1.07½	†1.15
No. 3	1.15	†1.20
No. 10	4.00	†3.50
TOMATOES†		
Extra Standard, No. 1	.50	†.40
F. O. B. County	.45	.....
No. 2	.80	.....
F. O. B. County	.70	.....
No. 3	1.25	.....
F. O. B. County	1.05	.....
No. 10	.....	.....
F. O. B. County	2.85	.....
Standard, No. 1	.40	.....
F. O. B. County	.37½	.....
No. 2	.67½	†.65
F. O. B. County	.65	.....
No. 3	.95	.....
F. O. B. County	.95	.95
No. 10	3.00	.....
F. O. B. County	2.65	†2.75
TOMATO PUREE† (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.37½	.35
No. 10, Whole Stock	2.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.00	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.00	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.50
Choice, No. 2½	2.25	1.60
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	6.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.35
No. 10	7.00	6.60
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	8.25	.....
California Standard 2½	3.10	3.00
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.57½	.....
No. 2	1.35	1.25
No. 5	4.10	.....
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Kifer No. 2, in syrup	1.05	1.50
Fancy, No. 2½	1.50	1.75
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.35
Choice	3.50	2.10
Standard, No. 10	———	———

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.47½	1.50
Choice, No. 2½, Y. C.	1.75	1.80
Fancy, No. 2½, Y. C.	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.85
Sliced Standard, No. 2½	1.70	1.50
Sliced Extra, No. 2	1.80	1.60
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES†		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.00	3.10
No. 10s	12.00	.....

Canned Fish

HERRING ROE*		
10 oz.	.75	1.15
17 oz.	1.00	1.50
19 oz.	1.10	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	2.75
¼-lb. cases, 4 doz	.....	1.60
OYSTERS*		
Standards, 4 oz	1.00	.....
5 oz.	1.10	1.20
8 oz.	2.00	.....
10 oz.	2.20	2.40
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaska, Tall, No. 1	3.25	3.15
Flat, No. ½	1.90	2.20
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.07½	1.10
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.....	2.25
Chums, Tall	1.00	.98½
Medium, Red, Tall	2.00	.....
SHRIMP§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§ (Domestic), per case		
¼ Oil, keyless	.....	†3.55
¼ Oil, Decorated, Keys	.....	†4.30
¼ Oil, Tomato, Carton	.....	.....
¼ Oil, carton	.....	†4.55
¼ Mustard, Keyless	.....	†3.55
¾ Mustard, Keyless	.....	†3.15
California Oval, No. 1	1.67½	†3.15
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.40	.....
Striped, ½s	5.40	6.25
Striped, 1s	10.00	11.50
Yellow, ¼s	4.90	.....
Yellows, ½s	7.80	6.30
Yellow, 1s	14.60	12.50

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In addition to assured can deliveries — ever ready, cheerfully rendered help at your call to maintain your own production schedules.

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The most modern type — geared for high speed output.

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METAL PACKAGE CORPORATION

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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, JUNE 22, 1931

WEEKLY REVIEW

Buying Only When Forced To—What's the Matter With the Market?—An Example—The Spot Holdings and the Prices They Ought to Be Bringing—Crops Making Good Progress—Market Prices Unchanged—A Warning About Weight Statements.

THE MARKET—A review of the market for the past week shows no change in condition from previous weeks. Canners are impatient that buyers do not show more interest in buying, and especially in paying prices which at least clear the cost, but when you realize that no man is buying anything unless absolutely forced to it, you will understand why they act as they do. And not only canned foods buyers, but buyers of every kind, and you, yourself, are now buying on that basis. That is an unfortunate condition in the market, but it is unquestionably true.

The most-talked-of item in this week's canned food market is the fact that the yield in the new pea pack is far below expectations. The crop looked well, has had rains and sun and coolness, in this section particularly, to an almost ideal extent. The canners on the 'Shore have completed their pea pack and the canners in the Western section of the Tri-States are finishing up, and all of them report the finest quality ever produced, but the yield from 50 to 75 percent of what they had a right to expect. As we have before pointed out, we believe this is mainly due to having cut the peas young to get the quality they now have.

In answer to a question, "What's the matter with the market," we might quote a letter received from one of Baltimore's most prominent canners and which reads as follows:

June 12th, 1931.

Dear Sir:

One of the largest reliable wholesale grocers with whom we do business sent to us a letter which they received from one of Maryland's prominent commission houses. The letter is as follows:

....., Maryland.
June 8th, 1931.

Gentlemen:

Can you handle a car of No. 1 Standard Maryland Tomatoes, for prompt shipment under packer's labels at 35c f. o. b. factory.

We have no authority to quote this price, but we do have a holder who is rather anxious to sell at 37½c. A firm order at 35c might bring a confirmation.

Wire at our expense if you desire us to make a bid for your account.

Yours truly,

Is it any wonder we are having the present conditions in the canned foods market?

This is the old, old badger game and will last as long as hungry salesmen work solely and alone for the commission in sight. We have commented so often on this devastating practice that it is useless to go further. But bear in mind that in the present-day slim buying brokers of all kinds are having very hard sledding; they need money, and so you may write it down as certain that there is more of this going on than even the above letter shows. It could not well be otherwise, with men representing a dozen different competing canners. It is the crowning foolishness of canned foods distribution. The brokers are not to blame—it's the canners' fault, because each canner ought to have his own exclusive representative or sales organization and not allow any one to run around making sales at any price obtainable. Under such conditions any item of merchandise, anything that is salable, would be similarly crucified to the loss of the producer. But no other industry on earth does business this way.

How absolutely unfair this is is shown by a letter from Thomas E. Dye, of the Corn Canners Institute, when he wrote:

Urbana, Ohio, June 15th, 1931.

Editor of The Canning Trade,
Baltimore, Maryland.

Dear Sir:—

There are at least two items of canned vegetables in which the spot market, is clear out of line. I refer to canned corn and canned tomatoes.

There is not a question but what the market will be bare of good standard corn, before the new pack. The jobber and the broker know this to be true. Canners losses have been heavy on this item, and one dollar per dozen for good standard quality is only a fair price at this season of the year. Just a little co-operation on the part of all interested parties would stabilize the market, give the canner a more decent break and hurt no one.

The tomato situation is even more striking. Stocks in canners warehouses are extremely low, distributors floors will be empty, and retailers shelves will be bare, long before the new pack is ready, just as they were last fall, and yet the canners of tomatoes have taken a terrible licking. Why prolong the agony, the boys are entitled to just a little encouragement.

Sixty five (65) cents for number ones. One dollar ($1.00) for two's, and one dollar thirty-five ($1.35) for three's of quality pack would put every one connected with the industry in better spirits, and be a decent gesture toward a return to prosperous times.

The writer appreciates that off quality canned foods, whether corn, peas or tomatoes, are dear at almost any price, and I am only voicing the hope that the canner who is thinking of the consumer, when he puts his goods in the can, might get a square deal.

It is pretty well known that stocks of spot tomatoes are in a position to be totally cleaned up even on the "piker" buying now in practice. The Ozark region, which is usually one of the first to get new canned tomatoes on to the market, is late this year, and no other section promises to supply these early-packed tomatoes any better.

In the corn world a statement by Mr. Dye showing the shipments in May discloses that there were 788,331 cases shipped, leaving on hand but 2,670,731 cases of corn as reported, covering 97 per cent of the total production, and, therefore, practically complete figures. His same records show that during January, February, March, April and May the shipments of corn have averaged slightly in excess of 900,000 cases per month. There still remain June, July and August to be supplied from the spot corn stocks, and if these shipments continue on the same ratio it will mean an almost exact clean-up of every last case of spot corn before new pack corn is available.

Buyers as well as canners understand this strong statistical position of the market, but statistics and known conditions have no influence whatsoever on the humor of the buyers; they just will not buy anything unless absolutely compelled to, and then only enough for the shortest possible time.

CROPS—As we have intimated, crops have made excellent progress during the past week, and our crop reports show this quite conclusively. There has been rather too much rain up in Maine, but too much is better than none at all, and it may be expected that this present situation may shift to the too dry area, at least during the balance of this month. The danger point is the usual long dry, hot spell experienced wherever canning crops are grown during July and August. That, coming on top of the drought conditions holding over from last season, may make trouble.

Changes in the market prices of canned foods are almost totally absent this week, because apparently most canners have used Mr. Phelps' severe criticism of their method of pricing their goods as true and well deserved. So there has been an evident effort to hold prices, and if possible advance them. There is no earthly reason for lower prices, based on all market experiences, but in the face of the unfavorable business conditions it will take courage to maintain them and real backbone to bring the better prices, which all hope will result this fall.

Other markets are reported in detail under their proper heading, and show conditions to be quite similar to those existing here.

WARNING—The Pure Food authorities have just issued a drastic warning that the weight statement on the label must be plain and conspicuous, and in the language usually employed, and not in any round-about, evasive manner. A special notice has just gone out to the industry from the Director of Regulatory Work warning canners and other food producers that this feature of the law is to be given very special attention from now on. This might have been expected through the stir-up caused by the McNary-Mapes Amendment. We face the day of a truthful, plainly stated label. Look to this before being compelled to.

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

Trade Is More Optimistic Than It Has Been for Some Time—Prices Remain Unchanged, However—Peaches Maintaining Their Firmness—Reports of Damage to Maine Corn Failed to Excite the Market Here.

New York, June 18, 1931.

TRADE MORE OPTIMISTIC—Following the slight upturn in sales volume noted recently, the trade is more optimistic than it has been for some time. While buyers continue their hand to-mouth purchasing policy, the orders are coming in more frequently than they have been recently. However, trading remains almost exclusively on a spot basis, with few, if any, futures contracts signed.

With the exception of early June Tri-State peas, which are easy due to "force"sales from Southern canners, prices on the whole remain unchanged, however, and the trade is confident that they have reached their low points in the majority of cases. Peaches were the sole exception to this, continuing to firm up, following unconfirmed reports that California canners had agreed on curtailment of the current pack to a figure well below last year's total. While the official announcement has not been made as yet, it is said on good authority that only the final allowable output remains to be settled before the canners will announce their program for the coming packing season.

Peas—Despite the fact that the current pack will be only from 50 to 60 per cent of the early estimates, due in part to the care taken by canners to make sure that the pack will pass the new standards set under the McNary-Mapes amendment to the Pure Foods Act, buyers are not entering into the market for the early Tri-State pack to any marked degree. The result of this course was shown during the week when early June peas were offered as low as 72½ cents, although the ruling price was 75 cents. The quality of the new pack is excellent, according to samples received here, and with no competition of any importance from Wisconsin peas as yet, the market should be firm. However, the old story of canners breaking their own market by trying to force the market by offering "bargains," seems to hold true again. Firming up of the market should follow the withdrawal or absorption of the present bargain offerings, according to the trade.

Peaches—Are maintaining their firmness following reports of the agreement reached by Pacific Coast packers to materially curtail the 1931 pack. Standard clings are offered at $1.42½ at the lowest, as compared

with offerings of $1.35 a short time back, and it is probable that this level will hold firm. One California canner announced tentative opening prices last week with choice 2½s offered at $1.40; standards at $1.25; No. 1 talls, choice, 85c; No. 1 standard, 75c, f. o. b. dock, when ready for shipment. This price schedule may be revised later and is regarded as more or less of a "flier" on the canner's part due to the trade's belief that choice clings would open shortly higher. Formal opening prices may be expected within a few weeks.

Corn—The bullish news of the damage done to current crops of corn in Maine failed to excite the market here to any appreciable degree. While some canners seized the opportunity to close out stocks, the majority were inclined to hold their stocks until further results of the crop damage develop. The reports place the damage as being extremely heavy and state that many fields were left in a serious condition. If this is true, the prices for spot corn should advance shortly and the canners who have been holding stocks will realize a fair profit. It will also result in higher prices for the new pack, which has already been reduced from 20 to 30 per cent from last year's level through acreage curtailment.

Tomatoes—Tri-State No. 2s are firm at 65c and seem likely to remain at that level. The remainder of last season's pack is in strong hands and prices from now on will be strictly dependent upon the market demand, rather than outside causes. Other sizes remain irregular, with "bargain" offerings keeping the market from establishing any stability.

Salmon—Is not showing the usual seasonal gain in consumption, due largely to the wet, cold weather prevalent throughout the Eastern States this month. However, the price list is holding firm and a fair volume of trade is reported.

Spinach—Competition from the California carry-over pack remains a thorn in the side of Tri-State packers, and the market is suffering from the price weakness caused by this condition. There is little stability to the price list at present.

Berries—While corn in Maine is suffering from too much water, reports from the Pacific Coast and the Northwest canning centers state that the current drought caused serious damage to berry crops and will result in a sharply curtailed pack this year.

CHICAGO MARKET

By "OBSERVER."
Special Correspondent of "The Canning Trade."

Buyers Mostly Just "Interested Onlookers"—Good Crops and Fair Acreage Make Buyers Believe Lower Prices May Occur—Holders of Tomatoes Anxious to Clean Up—Corn Very Quiet—Some Pea Fields May Be Allowed to Go to Seed—Some Tentative Opening Prices Heard on California Fruits.

Chicago, June 18, 1931.

SPECTATORS—A continued attitude of "interested onlookers" prevails among canned foods buyers here at the present time. They have information from many quarters applying on most all items of large interest to the effect that the crop advancement appears to be healthy and adequate for all reasonable needs. Few are willing at this time to tie themselves up with commitments which would prevent them taking advantage of something extra-attractive which might be offered later on. Packers, on the other hand, are adverse to unduly pressing sales as they have their backs to the wall on price, and they say that any change in the situation must unquestionably be upwards.

Tomatoes—No strength evident on such offerings as are still available. Most holders seem very anxious to clean up any small carry-overs ahead of next crop. In spite of repeated reports circulated here that the old pack is all gone, somebody seems continually ready to take care of such serious buyers as may develop.

Corn—Wholesale movement very quiet. Retailers report a good, healthy consumption, but jobbers seem intent upon cleaning up their warehouse stocks and working out undelivered contracts; in some cases with "specials," which are prompting the housewife to take home at least several cans at a time.

The carry-over of old crop corn will probably be very small, but no shortage is expected between now and the new pack.

Any unfavorable crop news will put immediate life into corn in all positions.

Peas—Reports of reduced acreage are coming in from all quarters, also a number of canners have plans made to let their peas ripen in case they arrive at a point where further canning seems to be unwise.

Jobbers everywhere seem to be low on stocks and are buying a steady volume to meet current needs, but very few anticipatory commitments.

The finance people are doing a lot of doubly-careful stepping on pea cannery loans this year, and to those canners who have not made their money arrangements it is in order to suggest that they get to a specific understanding quickly with whomever they expect to work on money matters.

Milk—The present attractive prices are resulting in very substantial selling, in many cases anticipatory entries to cover well up through the balance of 1931.

The pastures are now in their very finest condition, and probably the best flow of milk will continue for the rest of this month, barring the arrival of extremely hot weather.

California Fruits—A few sellers are around with "tentative opening prices," guaranteed benefit of all further declines on formal opening; but as far as this market is concerned buyers want something more tangible on crop developments and statistical reports covering expected packs. A few canners report that outside markets are showing at least some business on these early prices, but the rank and file of the buying field are waiting for the present.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Single Carload Sales—Canners Show No Disposition to Shade Prices—Scarcity of Plants and Bad Weather Holding Acreage to 50 Per Cent so Far — Very Few Canners Want Futures—Canning Will Be Late—Limited Acreage of Beans—Two or Three Canners Packing Blackberries.

Springfield, Mo., June 18, 1931.

SALES SPOT TOMATOES—Just a limited number of cars sold throughout the district during the past week. Most sales are in single carlots to any one buyer, and orders coming from a wide range of territory. Sales prices as follows: No. 1 standard, 10 oz., 40c to 42½c dozen; No. 303 cans, 16 oz., 60c dozen; No. 2 standards, 65c to 70c dozen; No. 2½ standards, 95c to $1.00 dozen.

Today's Tomato Prices—The few canners in the Ozarks holding spot tomatoes show less disposition to force sales by making any further reduction in prices. These canners seem to be of the opinion that there will be a greater demand for spot tomatoes before any new pack is ready for shipment than the present limited holding of spots throughout the district. Prices range as follows: No. 1 standard, 10 oz.. 40c to 42½c dozen, offerings limited; No. 303 cans, 16 oz., 60c, only few cars obtainable; No. 2 standards, 65c, 67½c, 70c, the price of any one pack being governed by the particular desire of each canner to sell their limited holdings at this time; No. 2½ standards, 95c to $1.00 dozen, with the lots held at the higher price being of splendid grade and available for buyer's labels; No. 10 standards, $3.50.

There are indications now that every car of spot tomatoes held by canners of the Ozarks will be sold and shipped out by the middle of July, with no holdings whatever to carry over into the canning season.

Tomato Acreage—Due to the cold, backward spring, and the big shortage in supply of tomato plants, the actual acreage set with plants today is less than 50 per cent of the contracted acreage. It is very evident that the actual tomato acreage for this year's pack in the Ozarks will be the smallest for a goodly number of years. The tomato crop season in the district will be from two to three weeks later than usual, and this means a shorter canning season, and more than likely a light tonnage yield per acre.

Future Tomatoes—Taking into consideration the number of tomato canners in the Ozarks who will operate their canning plants this season, only a very small part of these canners have really placed any offerings of futures on the market. In fact, many of these canners show an inclination to pass up selling any futures this season, and take their chances on marketing their packs when the tomatoes are actually in the cans. What offerings of future tomatoes that are being quoted to the trade now are at the following range of prices: No. 1 standard, 10 oz., 45c dozen; No. 300, 14½ oz., 60c dozen; No. 303, 16 oz., 65c dozen; No. 2 standards, 70c dozen; No. 2½ standards, 95c dozen; No. 3 standards, $1.10 dozen; No. 10 standards, $3.50 dozen.

If any canners in the district are confirming any sales of future tomatoes at prices below the range given above, such sales are being kept secret, probably because they don't want it known that they are taking some business at prices that will likely prove to be less than the cost of packing.

Tomato Canning Season—We have heard a number of canners make statements that they will very likely not begin packing any canned tomatoes earlier than August 20th to 25th. When we take into consideration the fact when we have a normal crop season, there are a good many cars of tomatoes packed during the month of August, this late start in the canning season should immediately prompt jobbing grocers to make purchase of spot tomatoes to meet all the demands of their trade up to September 1st to 10th. If there should happen to be the usual scramble for early shipment cars of new pack tomatoes, it is more than likely all these early shipment cars will be sold at prices above the range of prices at which futures are being offered at the present time. If canners in the market were not firm in their belief there would be an advancing market on canned tomatoes this year, most of them would have been tempted to allow their canning factories to stand idle.

Green Beans—The crop in the Ozarks this year is somewhat later than usual, and the acreage quite limited when compared with the usual acreage grown for canning purposes throughout the district. While prices on future cut stringless green beans have been named by canners who will pack beans this year, at the same time, very limited sales have been made up to this time. However, this is not disturbing in the least to the bean canners who firmly believe better market conditions will rule as the season advances, and that there will likely be more demand than the bean canners in the Ozarks will find it possible to supply.

Future Canned Blackberries—We have no definite information as to prices that may have been named by two or three canners who will pack blackberries this year from cultivated varieties No. 2 and No. 10 cans. These few canners have a regular line of customers that usually take their entire output, and at prices fixed by the canners. There will be several canners in the district who will pack some blackberries this year in No. 2 enamel lined cans from the wild blackberries, provided nothing happens between now and harvesting period. As there were no blackberries packed in the Ozarks last year, these canners expect to have a healthy demand for the limited number of cars they will pack, and the price on this item will likely be $1.05 to $1.10 dozen, factory points. Most of these canners that will pack these wild blackberries, will also can tomatoes in one or more sizes, and will, therefore, be prepared to ship mixed cars of tomatoes and blackberries.

Fruit Crop—The fruit crop in general throughout the Ozarks appears very promising at this time. It is now thought the "June Drop" in apples will likely prove beneficial to the fruit that is left on the trees, thereby producing apples of an average larger size.

Canned Tomato Juice—The few canners in the district who have been packing pure strained tomato juice in No. 1 and No. 2 cans the past two seasons now have every assurance that they will find a ready market for the juice they will pack this year. It is the intention of these canners, however, to restrict their packs of tomato juice to meet the demands of the trade, rather than to put up an over-pack. Jobbing grocers and other carload buyers who will want a supply of canned tomato juice should give consideration to the placing of their orders early, and with dependable and experienced tomato juice canners.

General Business Conditions—There don't seem to be as much complaint about business conditions, especially by dealers in merchandise of all kinds. At the same time, business is still much below normal. There seems to be less unemployment. However, the big railway shops and manufacturing plants of various kinds are still standing idle.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Alabama's Closed Season for Shrimp Canning Went Into Effect June 1st, and Closed Season for Mississippi and Louisiana on June 15th—This Section Has Been Suffering from a Prolonged Drought.

Mobile, Ala., June 18, 1931.

SHRIMP—The shrimp pack in this section has legally closed this week. Alabama's closed season for the canning of shrimp went into effect on June 1st, and the closed season for Mississippi and Louisi-

ana went into effect on June 15th. There are five days grace allowed, and this will probably be taken advantage of by the Louisiana factories, but it is reported that the Mississippi factories closed down on June 15.

The Alabama seafood canning factories did not need any law to close them down, because they were idle three months before the closed season went into effect for the lack of raw material.

Shrimp have never been known to be as scarce on the Alabama shores as they have been this season.

The spring shrimp pack in Alabama is usually a very light one, but this year there were not enough shrimp available on this coast in the month of May to supply the local retail demand, and the local retail seafood markets have had to have all of their supply of shrimp shipped in from Mississippi and Louisiana.

The Mississippi and Louisana raw, headless shrimp shippers have had a very good season this spring, and it has boosted the express business considerably, especially in the last thirty days, when there have been days of 150 and 200 barrels out of Biloxi, Miss.

The shrimp that hit the Louisiana and the Mississippi coasts have been of the large prawn variety, and this, coupled with the fact that shrimp production was low in other sections, may have been the reason for the good business enjoyed by the raw shippers in this territory.

The bulk of the shrimp shipped out of Biloxi, Miss., as also Pascagoula, were caught in Louisiana waters, and this is explained by the fact that the majority of the shrimp and oyster fishermen that fish in the section of the Louisiana coast east of the Mississippi River live and work for Biloxi firms, and then ,too, Biloxi, Miss., is more accessible to these fishing grounds than the towns in which the Louisiana factories are located. There are more seafood factories in Biloxi than in all of the State of Louisiana, and Biloxi has long been recognized as the largest shrimp and oyster packing center in the United States.

Canned shrimp is one of the few commodities that has been able to hold its own in these depressed times, and probably the only reason for it is that shrimp have been very scarce and production has been at a low ebb for over a year. Otherwise, the price would have tumbled and retumbled to the low levels that other commodities have. As it is, canned shrimp has held an enviable position in the canned food market, and there is no reason why it should not continue to occupy a strong position for some time to come, as there will not be any more shrimp packed for the next two or three months to come, due to the closed season.

The fall shrimp canning season opens on August 1st in Alabama, but due to shrimp being usually small at the beginning of the season, the canneries sometimes do not begin operation until the 1st of September.

The price of canned shrimp is $1.25 per dozen for No. 1 small, $1.45 per dozen for No. 1 medium, and $1.65 per dozen for No. 1 large, f. o. b. cannery.

Stringless Beans—This section has been suffering from a prolonged drought and the crops are commencing to show the effects of same. However, the beans seem to be the least affected. There was rain this week in some parts of this territory, but the greater portion has had no rain, and therefore the crops are suffering.

The bean pack, which started on June 1st, has been moving slowly, as some of the factories have not operated, and those canneries that are now operating will scarcely can beans beyond this week.

In fact, the manager of one of the largest packing firms in this section stated that his company would close down its three factories on June 22, due to the low price of canned beans, which is below the cost of production. Others have closed down already, and hardly any of the vegetable canneries will run through the month of June. The bean pack of this section will hardly go 40 per cent of last year's pack.

As a proof that all the "headaches" are not in the canning game, the following interesting data is quoted from an advertisement of the Firestone Tire and Rubber Company, which appears in Collier's this week: "Rubber six years ago $1.25 per pound; three years ago 38c per pound; one year ago 16c per pound, and today 7c per pound."

This drop in the price of rubber in six years is almost unbelievable, yet the industry is still moving along and we all wonder how?

The price of cut stringless beans is 75c per dozen for No. 2 and $1.10 or No. 2½, f. o. b. factory.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Smaller Crops of Fruits and Nuts—The Official State Estimate—Peach Pack to Be Heavily Reduced—Smaller Cherry Pack Than Last Year—Red Alaska Salmon Cleaned Up—Interesting Actions of this Region.

San Francisco, June 18, 1931.

SMALL CROPS—Smaller crops of fruits and nuts in California this year, as compared with the 1930 tonnage, are predicted by E. E. Kaufman and R. E. Blair, statisticians of the Federal-State Crop Reporting Service, in their report of June 11. They estimate that the output of clingstone peaches will be about 516,000 tons, as against the total revised production of 542,000 tons last year. The freestone peach crop is estimated at 213,000 tons, compared with 254,000 tons in 1930.

The condition of naval oranges is placed at 74, compared with 95 at this date last year, with the condition of Valencias at 86, as against 95 a year ago. The condition of the lemon crop is the same as last year, but grape fruit is rated at 88, as against 96 in 1930. Olives are listed at 56 per cent of a full crop in the initial report of the season. The apple crop promises to be about the same as last year. Almonds promise a heavier crop than in 1930, and walnuts also promise a small increase.

The 1931 crop of pears is estimated at 220,000 tons, as against a crop of 272,000 tons last year, with 31,000 tons unharvested. The plum crop promises to be about 9,000 tons less than a year ago, when it amounted to 82,000 tons. Prunes are estimated to yield 198,000 tons, as against a record crop of 267,000 tons last year, with 13,000 tons unharvested. A yield of 251,000 tons of apricots is in sight, as against 200,000 tons last year, with 8,300 tons unharvested. Figs promise about the same yield as a year ago and cherries are estimated at 23.500 tons, against an output of 17,500 tons last year.

The Peach Pack—Despite the fact that the cling peach crop will be smaller than a year ago, owing to the drought and the abandonment of orchards, it will probably be necessary to abandon more fruit on the trees than in 1930, suggests Preston McKinney, secretary and vice-president of the Canners League of Cali-

fornia. Plans for the 1931 curtailment program have been completed and the campaign for growers' signatures has been launched. The tonnage of No. 1 fruit promises to be about 35,000 tons less than that of a year ago, when 148,000 tons were abandoned, but any advantage connected with the smaller crop has been absorbed by the carry-over of the pack, estimated at about 4,000,000 cases. Canners seem agreed that the more practicable move is to reduce the size of the pack and leave a greater percentage of fruit unharvested. Last year growers were paid approximately $2,000,000 for fruit allowed to remain on the trees and the fund this year promises to be in about the same amount. The quantity to be abandoned will be larger, but a slightly lowered price will probably be paid.

Cherries—The packing of cherries is about at an end and formal opening prices will soon make their appearance to supplant the tentative prices brought out recently. The pack of Royal Annes, both in California and in the Pacific Northwest, promises to be materially less than that of 1930 and consumption is expected to be stimulated by the low prices quoted. The tentative prices put out by the California Packing Corporation are: Featured brand, No. 10, $9.25; No. 2½, $2.25; No. 2, tall, $1.75; No. 1 tall, $1.35, and buffet tins, 85c. Standards, No. 10, $8.25; No. 2½, $1.75; No. 2 tall, $1.40; No. 1 tall, $1.20, and buffet tins, 77½c. Seconds and water are quoted at $1.60 and $1.50, respectively, in the No. 2½ size, and water pitted at $6.00 in No. 10s. These prices are guaranteed against the 1931 formal opening prices when named.

Salmon—Alaska red salmon is rather difficult to locate in first hands on the Coast and it will be several weeks before new pack fish is available. British Columbia sockeyes of the new pack are quoted at $2.75 for talls, $2.90 for flats and $1.75 for halves. Pink salmon is firmer than for some time, owing to the scarcity of most other grades. Chums are to be had from but a small list of packers.

Seconds Act Changed—Governor James Rolph, Jr., has signed Assembly Bill 1927, which amends the California seconds Act. The Canners League of California has sent a bulletin to members, advising that it is its understanding that seconds, pie and water fruit can now be marketed within the State and in interstate commerce if labeled: "BELOW U. S. STANDARD—LOW QUALITY BUT NOT ILLEGAL."

Fixed Prices Law—The Governor has also signed a bill designed to stop indiscriminate price cutting by chain stores. This prohibits locality discrimination in that it provides that goods shall not be offered for sale at a price lower in one section than in another by the same concern, after due allowance is made for differences in grade, quantity, cost of transportation and the like. A price maintenance measure has also been signed, legalizing contracts which provide for the sale of trade-marked articles at the price set by the manufacturer.

Freight Rates—The freight rate of $10 a ton on canned pineapple from the Hawaiian Islands to the Atlantic seaboard has been met by the Dollar and Tampa Inter-Ocean lines and other concerns are expected to fall into line. The Isthmian Line, which precipitated the rate cut, requires fifty days for deliveries, but some of the other interests now quoting the same rate are promising deliveries in from twenty-four to thirty days. Packers of pineapple point out the fact that they are not benefitting through the lower rate, except through the increased consumption made possible by lower prices to the consumer. ,

What Canned Foods Distributors are Doing

Ohio Chain Store Tax Defeated; Pending Illinois Law Unlikely to Pass—Government to Issue First Quarterly Food Stock Report in July—Growth of Canned Foods Demand Attributed to Pure Food Laws.

OHIO CHAIN STORE TAX DEFEATED; PENDING ILLINOIS LAW UNLIKELY TO PASS—Developments in the anti-chain store taxation situation during the past week favored the chain store interests who scored one victory in the defeat of the proposed Ohio chain store tax measure and seem likely to defeat the pending Illinois statute which, if passed, will be the severest measure yet proposed in the taxation controversy. However, they suffered defeat in Florida where the State Senate passed the anti-chain store measure which imposes annual taxes ranging from $5 a store up to $40 a store and also imposes a tax of $30 on each $1,000 worth of stock carried for sale.

The Ohio legislature did not report in the proposed tax measure patterned after the Indiana law and the chances of the second bill, which imposes stiffer penalties on operators of chain stores, being reported on before the close of the session are very slim, according to well-posted observers in that state.

The state chain store operators have been waging stiff opposition to any measure taxing them and several noted chain store figures have appeared before the Legislature to voice the protests of the industry against taxation which might be classified as "discriminatory" in that it imposed heavier tax burdens on chain store units, than on their independent competitors. Chief among them was Albert H. Morrill, president of the Kroger Grocery and Baking Company, and also president of the National Chain Store Association, who protested that the law, if passed, would impose further taxation upon the chain store industry which would be unfair.

At the time of Mr. Morrill's appearance before the Legislature, questions asked by members following his speech protesting against the proposed legislation indicated that sentiment in the Legislature was strictly neutral and that only the merits of the tax would be considered in the final consideration of the passage of the bill.

Despite the exceptionally heavy taxes imposed upon operators of chain store organization imposed by the terms of the pending Illinois bills, chain store officials are not inclined to become too much concerned over bills of this type because through the tax of $1,000 set up for stores numbering more than three under one management, discrimination against chain stores is so clearly shown that the measure would inevitably be defeated in the ensuing court struggle.

There have been two laws introduced in the Illinois Legislature, the second, late in the session, with the first one already passed by a unanimous vote of the House of Representatives and is now before the Senate. The second bill does not seem to have much chance of being heard before the closing of the legislative session.

The first bill would impose an annual tax of $25 on the first three stores under one management and $1,000 on each additional store to be paid each year to the Department of Trade and Commerce. Violation of the proposed act would be considered a misdemeanor punishable by a fine of not less than $1,000 and not more than $5,000.

The second bill is similar in pattern to the first one, imposing annual taxes on the basis of $1 for one store, $100 a store for

two to five stores, $300 a store for six to ten stores, and $1,000 a store for all stores over ten stores.

The effect of the first bill on chain grocery organizations operating throughout Illinois is vividly reflected in the case of both the National Tea Company and the Kroger Grocery and Baking Company, two of the largest chain store operators in the state.

Imposition of such a tax rate on National Tea's stores throughout Illinois would virtually wipe out the company's indicated profits in this state on the basis of 1930 results. The chain system is currently operating approximately 840 units in Illinois, or slightly more than half of the 1,600 stores in its entire chain. The company's 1930 net profit and charges and taxes, but excluding non-operating profit, totalled $1,181,000, or an average profit on each store of about $740. If this profit average is typical of the company's Illinois stores, a tax of $1,000 a store would considerably exceed the company's profits per store in this state.

Kroger, which operates 633 stores throughout the state, would pay an annual tax of $633,000. This number of stores represents about 14 per cent the total number operated by the grocery chain, and is the third largest state from the viewpoint of Kroger stores in this company's system.

The company's stores averaged approximately $50,000 a store in volume sales last year. On the basis of 2 per cent profit on sales, the approximate rate now being earned, Kroger would have earned about $1,000 a store, which would just match the requirements of the tax and leave no return on the company's investment.

These two instances show clearly the reasons for the view held by chain store companies that the law so clearly shows discrimination against chain store organizations that no court would uphold the state in the legal battle that would surely result from passage of such a bill.

However, with the legislative session ending shortly, and prospects of a bitter attack upon the measure in the Senate, it is not likely that this law will ever be passed as it is currently formed.

The Florida State Senate passed the chain store tax law which imposes a tax of $5 on one store, whether a chain unit or not. Chain stores are classified according to number in one county and those located in different counties, and the graduated tax runs from $10 each up to $40 a store according to the classification. All of the classifications are taxed $3 for each $1,000 worth of stock carried for sale. Naval store commissaries are exempted from the provisions of the law.

Government to Issue First Quarterly Food Stock Report in July—The first quarterly report of stocks of canned foods will be issued in July covering stocks as of July 1 by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce at the request of the national organizations representing canners and distributors, it was learned last week.

The survey will cover only the canners and distributors who agree in advance to make sales reports promptly to the Foodstuffs Division every quarter. The National Wholesale Grocers' Association reports that its members are being directly circularized by the Government as to their willingness to furnish genuinely representative data and to report promptly enough to enable the Division to issue its figures while they will still be of use to the industry and the trade. In view of the co-operation promised by the presidents of the two national wholesale grocers' associations and the National Canners Association at trade conventions, it is assumed that the expected co-operation from canners and distributors will be promptly afforded to the government investigators.

The stocks of each product will be reported by the canners and distributors collaborating in the survey in total number of cases of all sizes and containers. The canned foods included in the survey include: corn, peas, tomatoes, wax and green beans, peaches, pears, pineapple and salmon.

The published figures will show the total number of cases of each product held respectively by each canner and distributor co-operating in the survey. Stocks, however, will not be published by states or regions, and all information of an individual nature wil be kept strictly confidential.

In commenting upon the announcement, the National Wholesale Grocers' Association says in part:

"Provided a representative number of canners and distributors agree to co-operate and to respond promptly, the Government's reports should be of great value and usefulness to the trade and the industry."

The Foodstuffs Division announced that it will issue the reports as soon as possible after all answers to its questionnaire have been received.

Growth of Canned Foods Demand Attributed to Pure Food Laws—With the attention of the canning and distributing industries centered upon the public reaction to the new labels necessary under the McNary-Mapes amendment to the Pure Food Act which will make their first appearance upon the merchant's shelves shortly, the statement that the gigantic growth in public demand for canned foods in the past twenty-five years with the corresponding growth of the nation's canning industry may be attributed directly to the passage of the Pure Food Act in 1906, made by G. P. Larrick, administrative assistant of the food, drug and insecticide administration of the Department of Agriculture, in Washington, D. C., last week is heartening to the trade.

For many years previous to the passage of the Pure Food Act, Mr. Larrick stated, the consuming public had little faith in the purity of commercially canned foods. "In fact," he said, "the old adage 'Let the buyer beware' was particularly applicable to such foods."

This public distrust of canned foods in that period was justified by Mr. Larrick. "A large proportion of commercially canned foods in those days," he declared, "were adulterated, misbranded, or improperly prepared. The records show that canned tomatoes frequently contained as much as one-half added water, and that peas and beans were often colored with salts of copper, which are injurious to health. Harmful preservatives, such as boric and salicylic acids, were frequently added, and saccharin was sometimes used in place of sugar. Sanitation in the canneries was bad, and the canners' carelessness or ignorance in preparing his goods caused much spoilage."

Following the passage of the Pure Food Act, Mr. Larrick said, the majority of canners took advantage of the co-operation of the Government food bureaus and the scientific research facilities afforded by the Government to the industry. This resulted in teaching packers the proper canning methods, which resulted in wholesome and legal products.

"As a result of this co-operation and the continued application of the provisions of the law, canned foods today enjoy an enviable position in public confidence, as is evident in the annual expenditures of millions of dollars for such foods," he declared. "Fruit and vegetable canneries now serve as dependable markets to farmers throughout the United States."

He pointed out the care taken by the Government to insure canners keeping within the law's limits saying "to make sure that these markets may be retained and expanded, the food, drug and inspection administration is constantly at work to prevent the small number of dishonest or ignorant manufacturers who entered this field, from cheating consumers and detracting from the good reputation which the canning industry has earned.

"Producers of fruits and vegetables for commercial canning may rest assured that this type of supervision, which is extended to all canneries shipping in interstate commerce, has contributed and will continue to contribute toward public confidence in canned foods and towards a resultant large market for these farm products."

The move of the canning industry to further eliminate "substandard" canners from the open markets in backing the McNary-Mapes amendment, therefore, if past performances may be considered a criterion, according to Mr. Larrick's belief, will result in increased public confidence in and demand for canned food products in America.

E. P. GALE JOINS UNITED CORPORATION

ON June 1st Mr. E. P. Gale, a well-known broker in the Chicago market, severed his connections with Lee Kaufman & Gale and became associated with the United Buyers Corporation, 1846-8 Conway Bldg., Chicago, Ill., as the head of their canned foods department.

Mr. Gale has been engaged in the brokerage business in Chicago for the past ten years, and previous to that time was one of the incorporators and Secretary of the Marshall Canning Company, Marshalltown, Iowa. Mr. Gale has in the past been factory superintendent and food chemist for one of the large well-known grocery companies, and enjoys an exceptionally wide circle of acquaintances throughout the trade.

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Fire Insurance
for the Canning Industry
at an average of 60c. below
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ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY
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improving the quality

ACCESSIBILITY of SIEVES
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Write for circular

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Baltimore, Md.

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

"Horace," gasped the poet as he entered his friend's room.

"Why, is there anything wrong, Rudolph?" inquired Horace.

"Wrong! I wrote a poem about my little boy. I began each verse with the line: 'My son! My pigmy counterpart!"

"Yes," murmured Horace.

The poet drew a newspaper from his pocket.

"Read," he blazed. "Read what that idiot compositor did to that beautiful line."

Horace took the paper and read: "My son! My pig! My counterpart!"

HERE I COME

Mother—Johnny, if you eat more cake you'll burst.
Johnny—Well, pass the cake, and get outa the way.

GRINDSTONE IS RIGHT

Daughter—Oh, Dad, what is your birthstone?
Father of Twelve—My dear, I'm not sure, but I think it is a grindstone.

ONE OF THE FEW

Bro—What did you realize on your stock investment?
Ker—What a fool I was.

THE OLD AND THE NEW

Photographer—Now watch for the birdie, little girl.
Modern Child—Don't be a nut. Expose your plate and let's get it over with.

PROOF

Mrs. Eastend—You'll not find me difficult to suit, Norma.

Norma (the new maid)—I'm sure not, ma'am; I saw your husband as I came in, ma'am.

MIGHT LEARN YET

"Is your wife having any success in learning to drive the car "

"Well, the road is beginning to turn when she does."

SHE KNEW HIS WEAKNESS

"Papa," she asked, "ain't you a little 'fraid of bugs "
"No, dear."
"Ain't you 'fraid of snakes and frogs, daddy?"
"No, dear."

A pause and the little miss asked: "Papa, ain't you 'fraid of nothing else in the whole world 'cept just mamma?"

HOW SHE VOTES

"How are you going to vote this year, Annabel?"

"In a georgette blouse with an underslip of crepe de chine, piped with monkey's fur."

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Ridgely, Md.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.
R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners'. All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Champman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

FOR

Syruping Fruits and for Liquid Filling

E. J. JUDGE

P. O. Box 238 ALAMEDA, CALIF.

DEPENDABLE SEED

The outstanding vegetables of QUALITY today are SUPERTYPES as compared with the original plants that our forefathers knew, just as our domesticated animals are SUPERTYPES.

PEDIGREED LINES OF PEAS

Through 75 years of intensive effort we have built up Pedigreed lines of QUALITY Seed, out of which we have developed strains particularly adapted to the exacting demands of CANNERS. Continuous, painstaking breeding is required not only for developing new types but likewise for improving existing varieties. These superior stocks and the experience of an expert personnel are at your service.

ASSOCIATED STOCKS, second to none, are known and used extensively throughout the entire canning industry.

Associated Seed Growers, Inc.

Comprising

The Everett B. Clark Seed Co. John H. Allan Seed Co. N. B. Keeney & Son, Inc.

Breeders and Growers of Seeds For Canners

New Haven, Connecticut

PRODUCTION BRANCHES IN TEN STATES